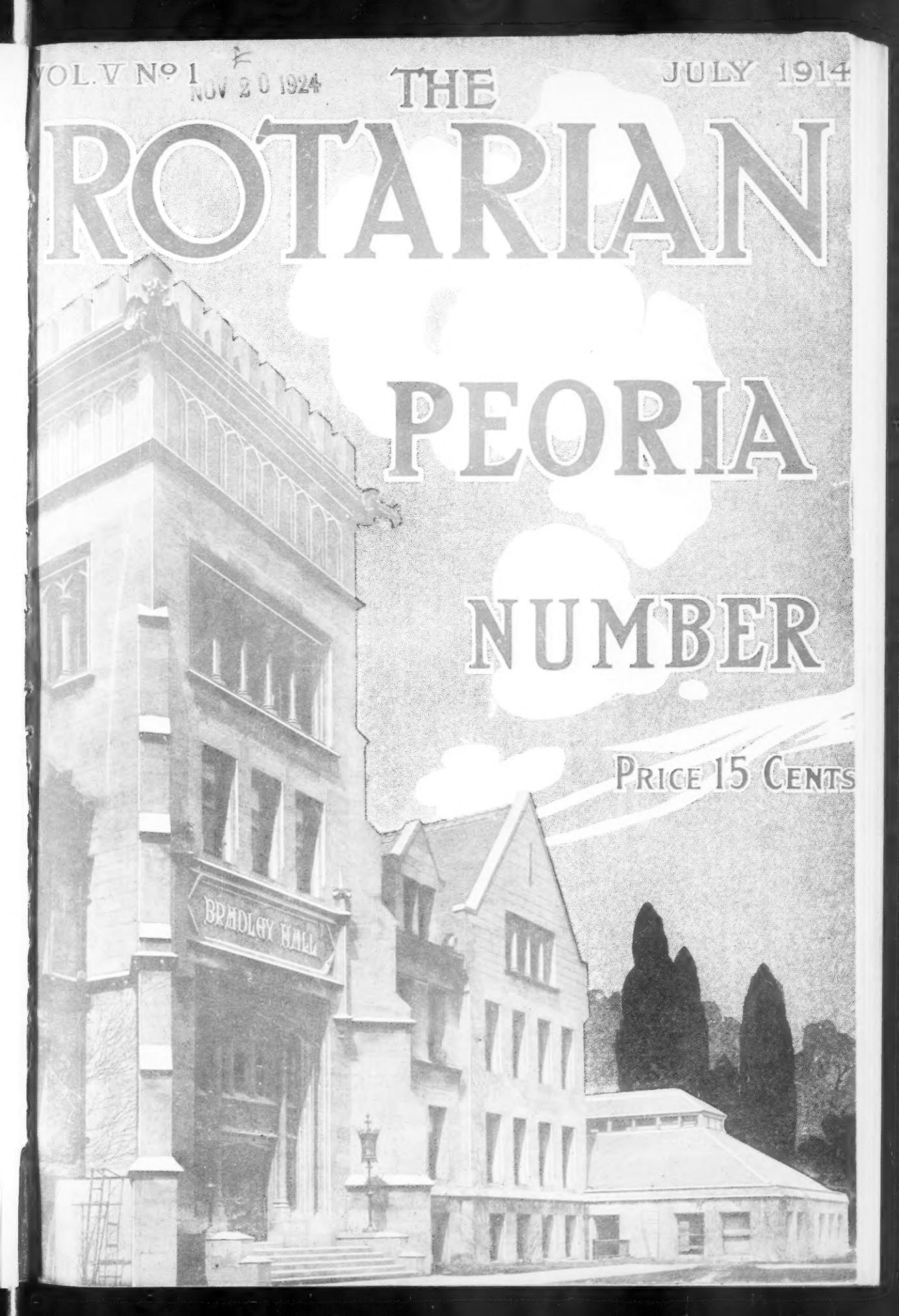


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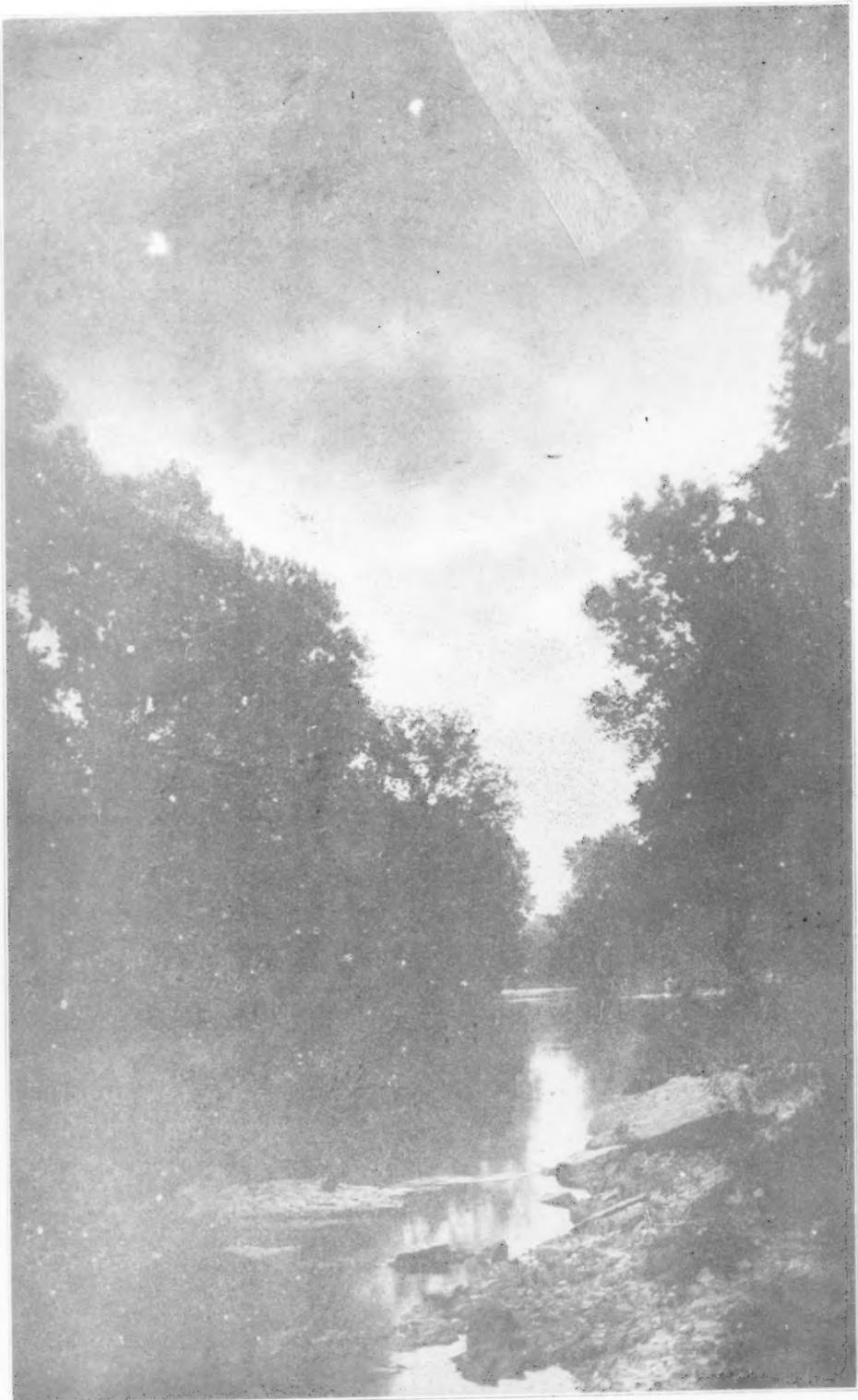
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THE ROTARIAN



PEORIA NUMBER

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DEPOSITORY of UNITED STATES GOVERNMENT

Interest Paid on Time Deposits

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Every Room
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JEWELERS AND OPTICIANS.

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Drainage Engineering,
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Operation of Drainage
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Soil Analysis,
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and the general improve-
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If you are an investor, or are wanting bigger returns from your lands,

Write Us.

Harman Engineering Co.
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25 years of successful experience



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—BECAUSE—

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Cadillac Automobile Co. of Peoria

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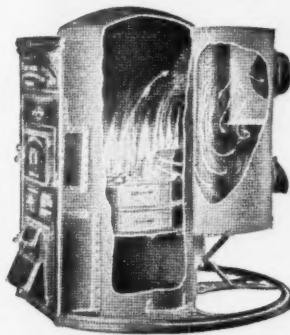
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For
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Healthy
Warm
AIR

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MR. MAKER

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IT'S

PURE
CONVENIENT
ECONOMICAL
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Potash and Perlmutter

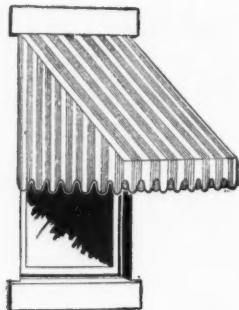


¶
Abe Dotash:—
"Ah, Mawruss, a fine
city, Peoria, where
we have our little busi-
ness established!"

¶
Mawruss Perlmutter:—
"Aber, Abie, chust so—
metropolitan in every
respect."

¶
Abe Dotash:—
"Always, Mawruss,
when you say it 'met-
ropolitan' I think of
the REVIEW PRESS,
where we got it our
fine business printing
done!!"

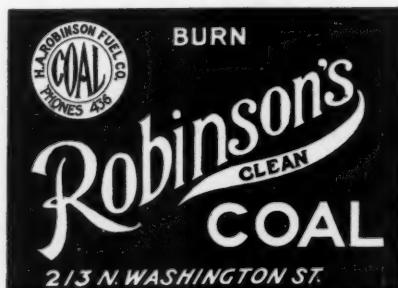
¶
Mawruss Perlmutter:—
"Fine! Abie, fine!"—
Each day your busi-
ness instincts are
better—much!!"



Fool the Sun

The Peoria Tent
& Awning Co.
Peoria, Ills.

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E. H. BRADLEY, M. D.

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Peoria, Illinois

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Reliability—Time tested (25 years). Still growing (100 more students this year than last).
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FOR
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319 MAIN ST.

"Rotarian Service"

PEORIA, ILL.



H. M. BUTLER, Pres.

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PEORIA, ILL.

309 to 319 So. Water

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203 So. Jefferson Ave.

Peoria, Illinois, U. S. A.

A black and white illustration showing a wooden staircase with a dark wooden handrail and a light-colored wall. A doorway is visible in the background, leading into a room where a table and chairs are set up.

*Homes of Taste
and Refinement*

are marked by the special features and touches of personality that are embodied in them.

The furnishings you install cannot represent your personality nearly so well, nor add half the degree of distinction as the special attention which is shown the interior wood-work, the building in of buffets, book-cases, window-seats, etc., or a specially designed beamed ceiling or interior cornice.

Beautiful stair-ways, mantels or specially built-in book-cases, buffets, column openings, etc., are like high-class furniture only better, because they add a value to your home far more than the original extra expense.

For quality of material and workmanship you are best served by

Wahlfeld Mfg. Co.,
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See Our Exhibit Room for Artistic Brick Effects

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PARTITION TILE

WESTERN BRICK COMPANY

A. B. CORY 823-24 JEFFERSON BUILDING
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This is a powerful endorsement of the judgment of the many well known society people, bankers, merchants, manufacturers, physicians, attorneys, capitalists and others.

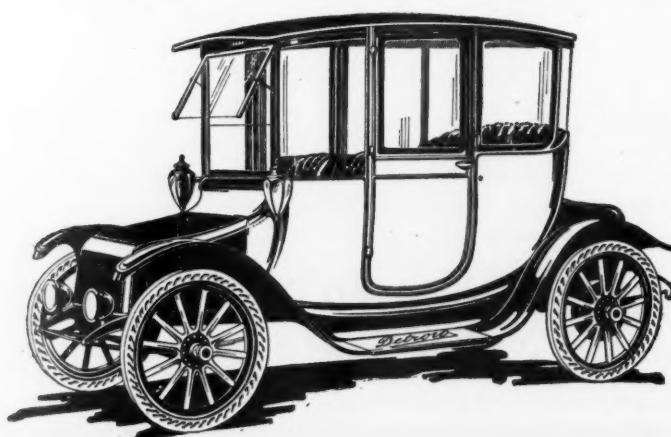
Not only does the Detroit Electric lead in sales, but the record of our cars in service is evidence also of Detroit Electric leadership in quality.



Society's Town Car

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Bennett's Electric Garage, Distributors
Main and Globe Sts., Peoria

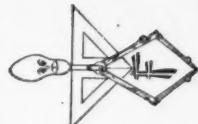


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You Will
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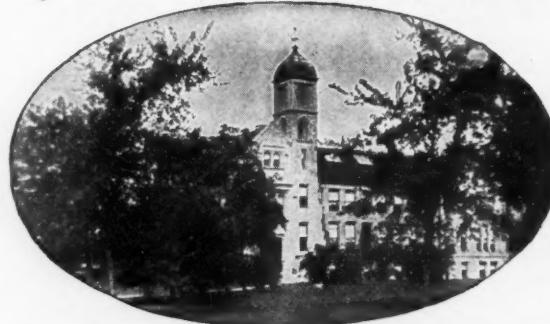
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The innumerable caravan that moves
To the pale realms of shade, where each shall
take
His chamber in the silent halls of death,
Thou go not, like the quarry-slave at night,
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soothed
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Like one who wraps the drapery of his couch
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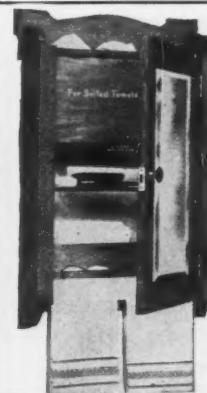
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THE ROTARIAN is rapidly becoming recognized by advertisers as an advertising medium of **unusual merit** because of the **extent** and **quality** of its circulation.

See Page 118 of this issue for our Advertising Representative in your Club, or write for rates, etc., direct to Headquarters.

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Peoria Located

THE land of the Illini and the village of the Peorias were located two and one-half centuries ago by Joliet, Hennepin, LaSalle, Tonti, and Marquette, and all the people of that day knew of the whereabouts of this land and this valley. Ft. Creve Coeur erected by LaSalle and Ft. Clarke erected by the soldiers of George Rogers Clarke marked the geographical position of Peoria to the people of the early days.

Abraham Lincoln, General U. S. Grant, General John A. Logan and other strong men of more than half a century ago, wrote the name of Illinois on the map of the world and in the history of human liberty.

It must be true that millions of men in all parts of America heard the name, Peoria, in the days when Robert G. Ingersoll thrilled the souls of men with his oratory.

When Emma Abbott enraptured the countless thousands to whom she sang, some of the music of the name of her home must have mingled with the notes of her song.

Bob Burdette made the world better because he made the world laugh, and taught a kindly philosophy to men; and in the minds of the multitudes who heard him on the platform or read his contributions, the name, Peoria, must have mingled with that of her beloved humorist.

Archbishop John Lancaster Spalding devoted a most wonderful life not alone to Christianity, but to literature, and wrote the name of Peoria in large letters in all parts of America and across the sea.

The story of the wonderful beauty of the old village of the Peorias in the land of the Illini set Canada and France afire with enthusiasm when it was told by voyageur, priest and sieur. Its wonderful beauty now, made up of the gifts of nature and the contributions of art and industry, brings enthusiastic praise from every visitor.

In the center of the corn belt, with six miles shore line on the beautiful Illinois that runs deep and clear by its doors, is Peoria. As Illinois is the heart of the Middle West, so Peoria is the heart of Illinois. Peoria is within a few hours' travel by splendidly equipped trains from Chicago and Minneapolis on the North, Indianapolis and Cincinnati on the East, St. Louis on the South, and Kansas City and Omaha on the West.

Compact, energetic, healthful and growing, Peoria is fortunate in her location, her natural beauty, her pure water, cheap fuel and the spirit of her people. While everybody here is busy and prosperous, yet Peoria extends a hearty welcome to every one who will come to establish a business or make a home.

OFFICIAL ORGAN of THE INTERNATIONAL ASSOCIATION of ROTARY CLUBS
PUBLISHED BY THE BOARD of

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WHOLESALING
RETAILING

The ROTARIAN

Chesley R. Perry, Editor and Business Manager

Vol. V

JULY, 1914

No. 1

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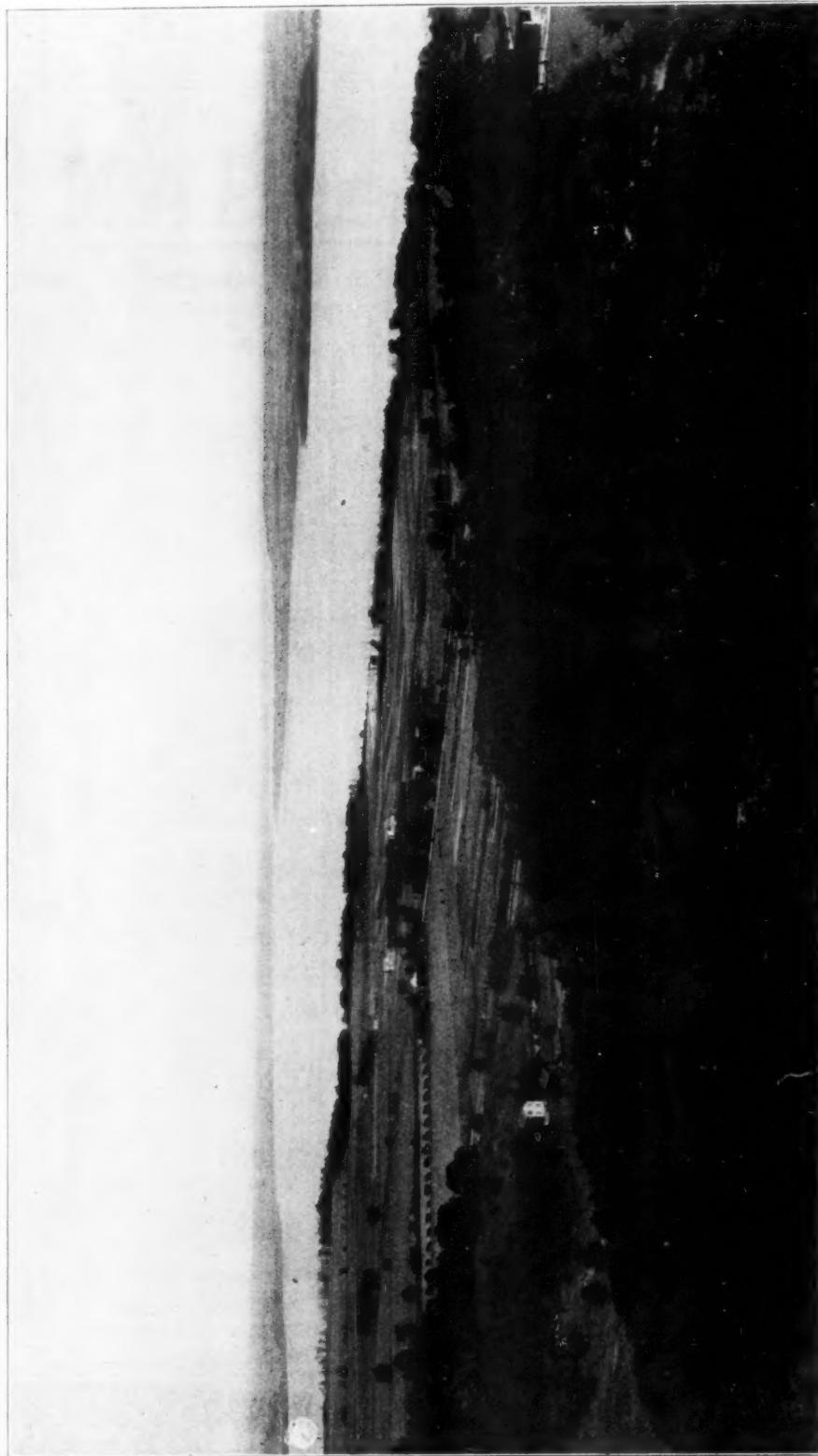
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PROSPECT HEIGHTS—“THE RAREST VIEW IN AMERICA.”—*Modjeska.*

The Rotarian

Official Organ of the International Association of Rotary Clubs

Vol. V

JULY, 1914

No. 1



PEORIA, A HERITAGE LEFT BY STURDY PIONEERS.

Rotarians of Peoria, the second largest city in the state of Illinois, are responsible for the opening pages of this issue of THE ROTARIAN and gladly accept the opportunity to acquaint Rotarians all over the world with the charm and progress of their municipality.

Peoria is a historic city with a splendid past, a past that inspires its present residents to achievements that are worth while. Its history begins with the coming of the old French voyageurs, priests and sieurs to the west in the waning years of the seventeenth century. They were intrepid men with a mission to perform. Dangers, hardships and sufferings did not prevent them from doing their duty. The traders that followed them into the wilderness were equally as brave and the pioneers, who came later and established settlements in the wilderness, likewise were rugged men, who believed in the spirit of fair play and possessed a respect for the rights of others. Peoria's ancestry is one of which any city might be proud. The early inhabitants would make good Rotarians today. It is from such an ancestry that Peoria has inherited her progressive spirit and many of her high ideals.

One of the most powerful influences for good in Peoria is the Rotary club and the principles that it proclaims. The club is deeply imbued with the spirit of Rotary and endeavors in every way to practically apply its principles. One of the movements that Peoria Rotarians advocate is the further beautification of their city, although Peoria is already beautiful. The illustrations showing her parks and drives, boulevards and residence streets indicate that success in this line of endeavor already has been attained and that its citizens are assisting Mother Nature in making Peoria still more attractive.

Peoria is a healthy and wealthy city with extensive factory interests. It is a center of a rich agricultural section. It enjoys abundant trade and excellent transportation facilities. It has been built on the cornerstones of Progress and Co-operation.

Peoria residents are proud of many of its institutions but are most enthusiastic over the Bradley Polytechnic Institute. A picture of Bradley Hall, one of the buildings of this institute, is used as a cover design for this issue of THE ROTARIAN. Bradley Institute reflects the high educational standing of Peoria; and is of particular interest to Rotarians because it was created and endowed by a woman of unusual ability and public spirit, whose ambition was to give the young people of her city an opportunity to acquire a practical education—one that would teach them how to work and do serviceable work, and to regard work as honorable.

C. R. P.

THE PHILOSOPHY OF ROTARY.

The result of the departmental discussion at Houston which was called the Round Table on the Philosophy of Rotary will be published in the next issue of this magazine and

we shall all look forward to the happiness of then finding an answer to the question of "What is Rotary?"

Someone has called philosophy the science of sufficient reasons. Rotary has grown to such an important place in the world's affairs that its followers must be prepared to give sufficient reasons for its existence.

Rotarianism has been an evolution, a development, a growth—just as many a business concern has started in a one room plant, manufacturing and selling and doing all the work of the business in this one room and then has gradually grown into a large establishment with many departments, some of which transact business of much greater importance than the original article upon which the concern commenced business.

To my mind the growth of Rotary has been in six stages, no one of which may be very clearly separated from the others. These stages of growth or periods of mental development are:

1. A mutual business boosting spirit yielding material profit to all or almost all the members.

2. An unselfish boosting of the other fellows regardless of whether or not you are receiving any patronage or boosting. Enjoyable because of the pleasure it gives you to do something for the other fellow and receive his thanks. A sort of refined selfishness. This was developed by the fact that there were men who could not get business out of Rotary and yet enjoyed boosting for those who could.

3. A realization that too strong an alliance for mutual patronage would cause the severance of relations which would be unpleasant to sever and also that a union for plugging each other's game would result in a boycott from all the rest of the community.

4. "He Profits Most Who Serves Best." A dim realization of the meaning of service. An appreciation that as you do unto others probably others will do unto you and maybe more so. Another phase of refined or enlightened selfishness.

5. A better and fuller appreciation of what Mr. A. F. Sheldon meant by service and by his phrase "He Profits Most Who Serves Best." An effort to serve the community in which the club is located in a civic way. An effort to serve fellow members in a fraternal way by giving helpful advice, counsel, suggestions, encouragement, caution, etc., as regards their business affairs. An appreciation of the club as a university or educational institution for its members. A realization of the general, all around value of friendship making in Rotary. "The scientizing of acquaintance." A comprehension of the fact that Rotary might have ideals as well as practicals.

6. A dim understanding of the difference between "Am I my brother's keeper?" and "I am my brother's keeper." An impulse towards reinforcement of character, up-building of efficiency and alignment to the broadest ideas of service. Glimpses of the succession of the era of "business" by the millennium of "social service." C. R. P.

SOCIETY DEMANDS LOSS OF FREEDOM OF ACTION.

The association of men in society requires the surrender of certain rights of action on the part of the individual. A man can not with propriety do just as he pleases when courtesy demands that he shall consider the effect on others of what he does.

As it is with individuals so it is with the units of an organization such as Rotary. When an affiliating club proposes to take action on some national or international matter it should consider thoughtfully the question as to whether or not the proposed action may offend or embarrass some other affiliating clubs.

It should also be borne in mind that in Rotary there are citizens of several nations, men of the various sections of each country, men of all sorts of political parties, men of all kinds of religious denominations, men of divers races and peoples.

It is well to think on these things when telling stories or singing songs or printing anecdotes. The editor's attention has recently been called to a couple of jokes at the expense of a certain race. Their publication and circulation in the secretaries' exchanges brought them to the notice of a Rotarian who considers them offensive. Of course, they were not written or published in any such spirit, but isn't it better to be on the safe side and at least edit pleasantries before publication?

"One Sleep" to Peoria

IN THE time measurement of the aboriginal inhabitants of America, Peoria is not more than "one sleep" from most of the large cities of the Mississippi Valley.

Peoria pullmans are found waiting "on the track" in many cities, into which the traveler may enter from six to twelve o'clock in the evening and wake up at breakfast time in Peoria. Dozens of fast trains leave from six a. m. to twelve p. m. and arrive from six a. m. to eleven p. m., carrying passengers to and from the North, East, West, and South. As Chicago is but four hours from Peoria over many lines, Peoria has all the benefit of Chicago's railroad facilities.

Cincinnati is but one night's ride, or a daylight ride, from Peoria or to Peoria; Kansas City, Omaha, Minneapolis or St. Paul is the same, and in Peoria pullmans that come by the shortest way. St. Louis can be reached by water during nine months of the year and during all the year by steam and electric cars.

Eleven of Peoria's railroads are parts of systems that have a combined trackage of nearly seventy-nine thousand miles, or twenty-nine per cent of the entire railroad mileage of the United States. A freight car is taken up immediately upon being sealed and billed, handed over to the trunk line at the nearest point without delay, and generally reaches its destination much sooner than a car loaded at the same time in Chicago.

Train load after train load of the products of the corn belt and the manufactured products of Peoria leave every day; and solid trains of merchandise come from every direction.

Nearly one hundred conventions were held in Peoria last year because of Peoria's splendid railroad, interurban, and steam boat facilities and the beauty of the city. Another influence in bringing these conventions has been expressed in many official journals as "the warm welcome visitors receive in Peoria."

Its tremendous commerce, trade, manufacturing, financial and educational institutions bring its citizens into close relation with men in all parts of the republic and with those under many flags.





PEORIA

TOO BUSY TO BOAST.

ONE of the richest and most beautiful cities of the world has been growing so steadily and so surely, in commerce and manufacturing, in educational institutions, and in everything which tends to beautify, that its citizens have not taken time to tell the story of the city they love so well.

Strangers have been surprised and enthused when first viewing Peoria's river and hills, its parks and driveways, its playgrounds and golf-links, its many clubs and stately public buildings, its luxuriant homes and beautiful streets. Many locate here because of business advantages as well as because Peoria is a healthful and splendid place in which to live. Without false modesty the Rotary Club will show you a few pictures, and whisper a brief story of some of the things that make it a beautiful city and make a hundred Rotarians shout its praise to their fellows in all parts of the world.

THE BEAUTIFUL "BLUFFS."

Although Peoria is situated in the center of the great corn belt, it is surrounded by majestic tree-covered "bluffs" which, like a mighty crescent, encircle the business section and part of the residence district of the city. The two points of this crescent touch the river six miles apart, and the center of this range of hills is more than a mile from the river's brink. While all the business district, and many residences are within this valley, the large residential district is on the "bluffs." Here are thousands of neat and comfortable homes along beautiful drives, tree-covered streets, and boulevards. The residences seem to vie with each other in attaining the highest type in architecture, and around them the landscape gardener has exhausted his resources in beautifying the spacious grounds.

NO BARRIERS TO OUR GROWTH.

Beyond this part of the city, fields, pastures and meadows stretch away for hundreds of miles; streets become roads, and lead to cities of less size, prosperous towns, and cozy villages. There are no barriers to the city's growth.

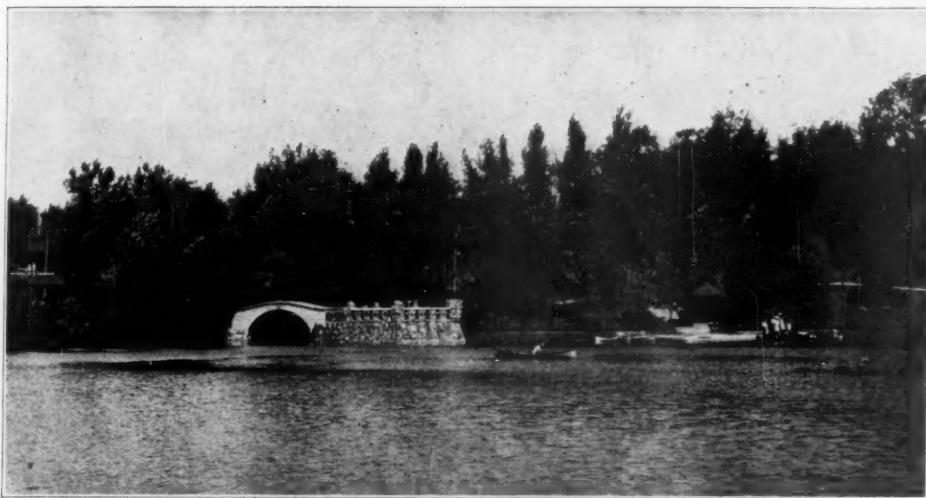
It is convenient for the traveler to reach Peoria from either seaboard or from the North or South, and when he arrives he has street car and taxicab service of the highest class. Hotel accommodations in quantity and quality are to be found in its sixty-five hotels with a capacity of five thousand persons. The Jefferson Hotel, while exceeded in capacity by many in larger cities, is not outdone in service by any hotel in the land.

GREAT CONVENTION CITY.

Peoria has twenty-six Convention Halls, ranging in capacity from cozy quarters of one hundred to the Coliseum with its seating capacity of 6,700. Nearly one hundred conventions were held here during the past year.



THE FOOTPATH TO THE ISLAND OF ROSES. GLEN OAK PARK.



LAKE IN GLEN OAK.

RECREATION.

If visitors would join with the people of Peoria in recreation, they are welcomed to four magnificent parks: Glen Oak, Bradley, Madison, and South Park, each with individual beauty and varying landscape. Drives, gardens, lakes and playgrounds make a sufficient variety of beauty to charm all travelers who come within their gates.

For three miles along the beautiful Illinois River and two hundred feet above it, Grand View Drive skirts the brow of the bluff to the northward. For the whole length of the Drive the river is in full view with range upon range of hills beyond, and no matter how often one may go over this Drive, he never tires of the scenery. The Drive begins on the river level and winds around the hills, going upward and upward, until it reaches the general level of the bluffs.

Near the northern terminus of Grand View is found the famous Country Club with its unusual location on a promontory overlooking the Illinois. Its spacious grounds, its golf-links, the beautiful view from its verandas and dining-rooms have given it a wide reputation.

"THE RAREST VIEW IN AMERICA."

Still further on is that part of the bluffs known as Prospect Heights, from which so many artists have viewed what is claimed to be the rarest view in America. The view is rare because of the unusual combination of hill and forest, with pasture, meadow, and fields of growing grain, far below in the valley, through which winds the silvery and placid Illinois. For twelve miles up this valley the view extends, and the many colors of the growing crops blending with the trees and river and sky, make a scene that is rare to find.

THE MOTOR BUG'S DELIGHT.

The beautiful parks and drives within the city, and the roads along the river, among the hills, and through the charming agricultural regions, make Peoria the Mecca of the automobilist.

"I am greatly charmed by the wonderful natural beauty of Peoria."—President McKinley.



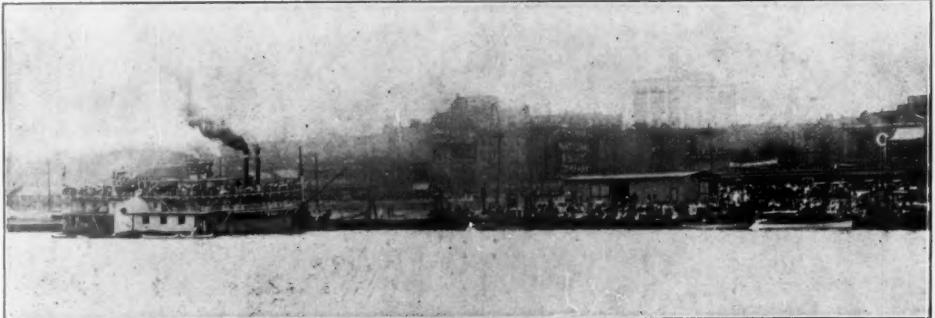
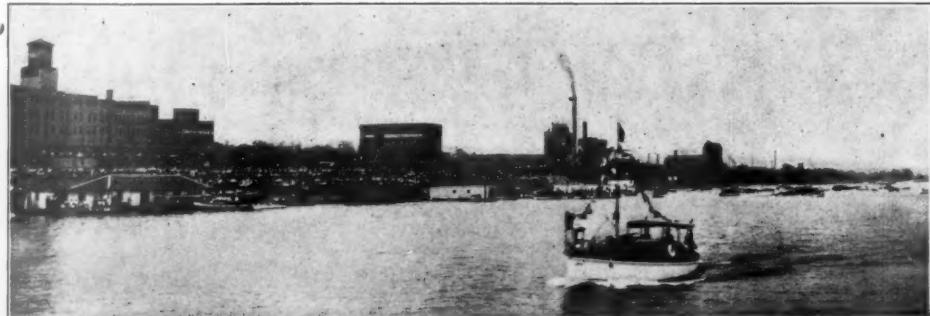
BITS OF BRADLEY PARK.

"This is surely a grand view and a grand drive."—Theodore Roosevelt

31



*STRETCHES OF GRAND VIEW DRIVE THAT GIVE THE "MOTOR BUGS"
DELIGHT.*



WATER SPORTS IN PLENTY.

The Illinois River which broadens into Lake Peoria at the city, is a magnet for thousands who love the water. By the palatial excursion steamers and the reliable freighters, the canoe, catboat, motor boat, yacht and yawl dip and bow and pick their way to the lily pads, the bathing beaches, "where the fish are biting" or to the up-river amusement parks.

THE COURSE.

An amphitheater in Levee Park seats thousands of visitors who come from all parts of the continent to witness our Rowing and Power Boat Regattas. Sheltered by the titanic "bluffs" which keep the miles of straight-away free from wind, our course is one of the best, if not the first, in the world. Butler, the Olympic champion, said, "I have raced over all the great courses of the world and there is not a finer one than yours."

Fishing is great and, both above and below the city, bird shooting is prime.

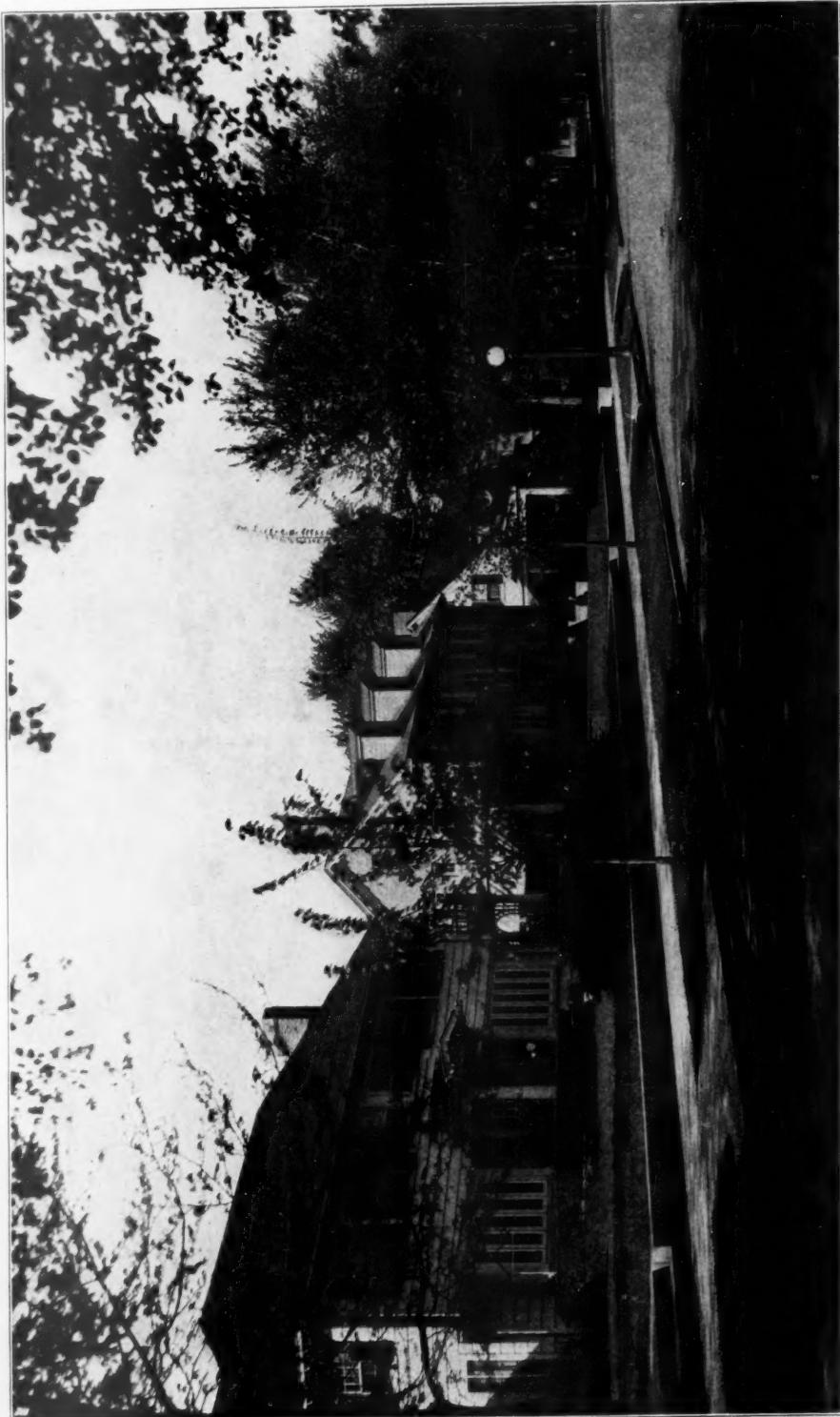


A BEACH ON THE UPPER LAKE.

SUMMER RESORTS.

With her splendid climate; unsurpassed boating, bathing, and fishing privileges; scenery equal to that of any on the continent; ideal location for tents or cottages; Peoria is fast gaining prominence as a summer resort. Not only are her own citizens, who have been in the habit of journeying to the Northland, pitching their tents on the bank of the Illinois, but each year added numbers come from different parts of the state and middle west.





"RESIDENCES SEEM TO VIE WITH EACH OTHER IN ATTAINING THE HIGHEST TYPE IN ARCHITECTURE."



TYPICAL RESIDENCE STREETS.

Moss Avenue, which runs along the brow of the West Bluff, gives a view of the lower city that is a superb combination of Nature's handiwork and man's enterprise. It is one of the older streets and the homes are, for the most part, elegant old places which have been habited by established families for years.

Glen Oak Avenue, which follows the brink of the East Bluff, is much the same kind of a thoroughfare. From here is seen the beautiful swing of the Illinois River into the more beautiful Lake Peoria, the pride of Illinois, and the Mecca of all aquatic enthusiasts.

And as a crown topping the regal beauty of the bluffs, the Uplands, almost two hundred feet above the river, give expression to the best thought in modern city building. Detached houses of comfortable proportion and harmonious design, built as a part of the City Beautiful, speak volumes for sympathetic co-operation.

The Uplands as an addition or neighborhood is beautiful without stopping to single out the homes or general adornment that combine to make the beauty. Parkside Drive, one side park and one side residences, attracts the visitor more strongly than any other part. While the residences here are not so pretentious as those on Moss or Glen Oak Avenues, yet they are the last thought in architectural comfort and convenience. From their porches or from their living rooms the fortunate residents along this drive may feast their eyes on the trees and flowers of the park, hill and vale, and see beyond miles upon miles of green hills, seemingly one above the other; or turn the eyes in another direction to look across a pleasant valley and see the sky line eight miles away.

CLUBS.

If you would go with your friends for outdoor recreation, in addition to the many drives, it would be to the notable Country Club, before mentioned on the promontory of Prospect Heights or the famous golf-links adjoining; or it might be to the Kickapoo Golf Club in the Kickapoo hills to the west; or to the Illinois Valley Yacht Club or Canoe Club above Shady Beach on the banks of the Illinois,—or to similar private grounds of less renown.

If indoor coziness is desired, your friends would take you to the Creve Coeur Club, the Elks' Club, or the Club House of the Knights of Columbus; or to one of the seventeen other clubs of the city.

If interested in business affairs, it might be to the busy quarters of the Peoria Association of Commerce, with its many departments and bureaus of information. Some other notable clubs and leagues are the Woman's Club, Women Teachers' Club, the Amateur Musical Club, Peoria Art Club, several college clubs, the Transportation Club, and the Rotary Club.

Y. M. C. A. AND Y. W. C. A.

Occupying a different field are the Y. M. C. A. and Y. W. C. A. Each owns its own home which is fully equipped with gymnasium, swimming pool, dormitory, and other modern furnishings. Each institution also has social privileges, reading rooms and excellent table service.

WHERE MILADY SHOPS.

Shopping facilities are bound to please even the ultra particular. Our department stores are second to none in appointments—in variety—in ideas—and in service. And now Milady may patronize her exclusive shops where she can have her own ideas artistically expressed without fear of duplication. A glance at any down-town crowd will convince the casual or the critical observer that we have efficient furnishers of fine feathers for the most fastidious.

AMUSEMENTS.

Theaters and amusement parks bring high-class attractions to us. These enterprises are all owned locally and are under able management.

MUSIC AND ART.

Peoria is one of the few towns of its size having four well established music schools, and supporting five prosperous wholesale and retail music houses.

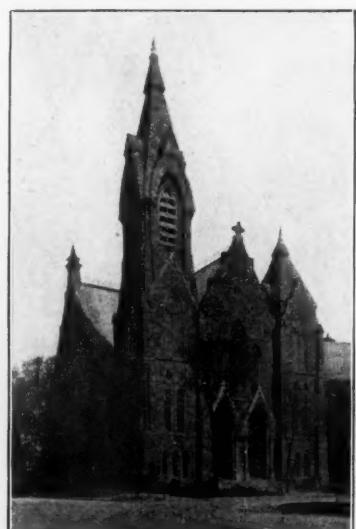
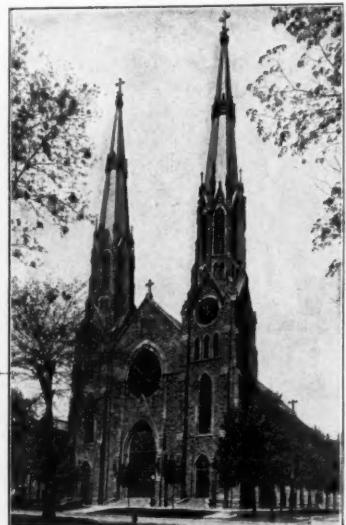
Through the activities of the Associated Musical Interests, Peoria is granted many of the greater musical attractions such as orchestral concerts and grand opera.

The latest project that looms high in Peoria's musical sky is the building of a Temple of Music and Art—this to materialize by the united effort of her thousands of real music lovers.





TOWN AND COUNTRY CLUBS.



A FEW OF PEORIA'S MANY CHURCHES AND CHRISTIAN ASSOCIATIONS.

"The blue of the sky and the wonderful sunshine of your Autumn Days are not excelled even in Northern Italy."—*Abbe Klein, Paris.*

CHURCHES.

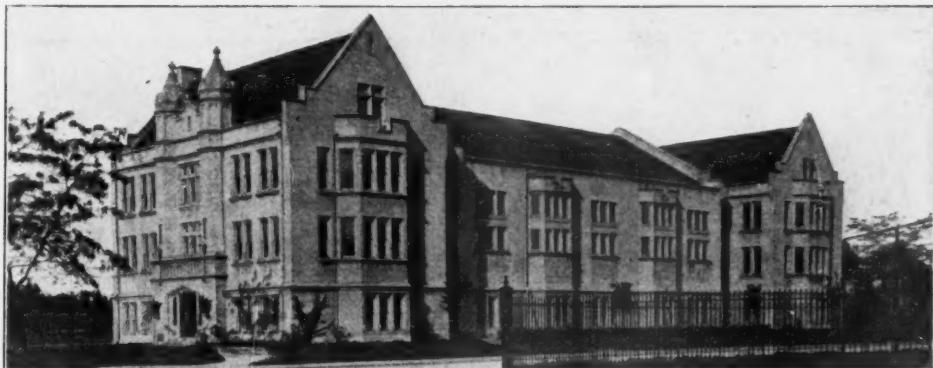
Peoria has eighty churches of eighteen denominations. Many of these church buildings add greatly to the architectural beauty of Peoria. All these organizations have large memberships and able pastors or priests.

EDUCATIONAL INSTITUTIONS.

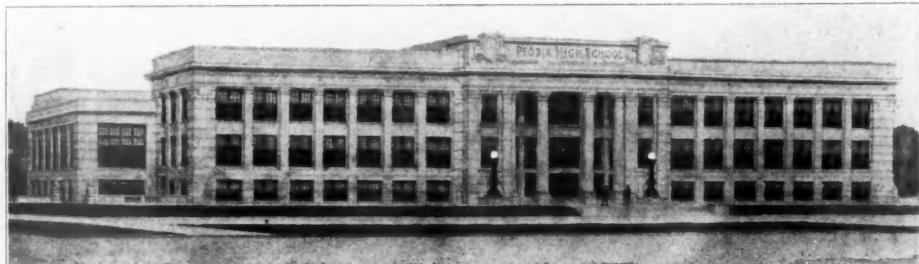
Peoria has three large institutions of learning: Bradley Polytechnic Institute which includes the nationally known School of Manual Arts and the equally famous School of Horology. Bradley has an endowment of more than two million dollars which is so invested that it increases with the wealth of the city. Spalding Institute, built and endowed by Bishop Spalding for the education of Catholic young men; and Brown's Business College, the principal school of that great system which reaches the people of nearly all the Mississippi Valley.

PUBLIC AND PAROCHIAL SCHOOLS.

Peoria has two High Schools and twenty-six Grade Schools supported by public taxation. The Central High School is now being replaced by a modern structure at a cost of about one-half million dollars, that will accommodate 1,100 students. Three hundred and sixty teachers are employed in the public schools, and at the close of the past term of school nearly 11,000 pupils were enrolled. In addition to the public schools Peoria has twenty-eight Parochial schools, Catholic and Lutheran.



MAIN BUILDINGS OF BRADLEY POLYTECHNIC INSTITUTE.



SOME OF THE SCHOOLS IN WHICH PEORIA SAFEGUARDS HER CITIZENSHIP.

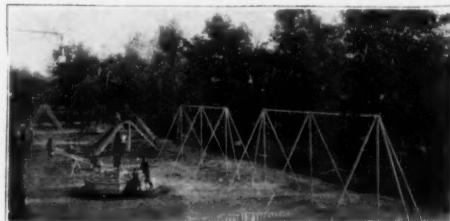


HOMES AND HOSPITALS.

The splendidly equipped hospitals and homes for the aged and dependent show the deep and governing spirit of humanity here. Children who are dependent or wayward are cared for by Welfare Societies, and the aged may find a home during their declining years.

WHERE THE CHILDREN PLAY.

Special playgrounds for children are having a mighty part in building stalwart sons and true daughters. Proctor Recreation Center is our most noted effort in this line, the result being a community club house that gives grown-up advantages to youngsters so they will grow up right.



COAL.

Peoria is not in the mining region, and yet within a few miles are some of the greatest mines in Illinois. Peoria has a lower price for coal than any other large city of this country. The present price is from \$1.40 to \$1.50 per ton for mine run, and from \$1.00 to \$1.25 for slack.

WATER.

Peoria has pure, cold water and plenty of it. This supply of water is obtained from mammoth wells on the bluffs and is pure and cold, furnishing not only a drinking water rarely equalled, but abundance for all purposes.

STRATEGIC LOCATION.

Our location alone would result in a city. The village was born as a distributing point for this rich territory. Its development has made Peoria a great jobbing city. With fourteen steam roads, three interurbans and the Illinois River navigable nine months in the year, we have unexcelled transportation facilities. Peoria is a freight rate breaking point—this feature attracting many industries here in spite of the rich bonuses offered by other cities.

ON THE DEEP WATER WAY.

The map on the back cover page will show that this is the logical as well as the actual distributing point for the Great Middle West. When the Deep Water Way from the Lakes to the Gulf is completed and the great freighters that now carry the trade of the inland seas can go by way of the canal, the Illinois River, and Peoria to all Gulf, Atlantic, or Pacific seaboard points without stop—then Peoria will come into her own as THE great shipping point of the West.

RAILROADS.

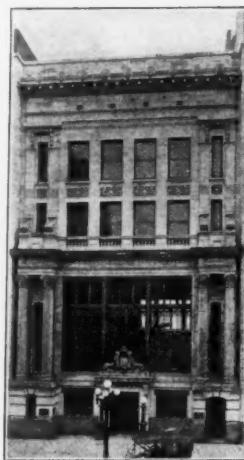
Fourteen railroads have terminals in Peoria, and eleven of these as before mentioned are parts of great railroad systems which have a trackage of 79,000 miles, or 29% of the entire mileage of the United States of America. The terminal facilities in Peoria, and the rapid delivery of all freight cars to trains on the trunk line, give Peoria factories the highest class service possible.

BEST LABOR CONDITIONS.

As important as raw material, as necessary as good transportation, and as desirable as a low freight rate and a good market, are a good labor supply and good labor conditions. The workmen of Peoria are nearly all American born, many of them own their own homes, all are good patrons of our schools, and are intelligent and industrious and give big dollar value in their service. In all her history Peoria has never had a serious labor disturbance. This suggests that capital and labor meet on the mutually profitable basis of understanding co-operation. The I. W. W. lasted about three days here. Our workmen believe it is all right to work for a living.

BANKS.

Peoria has very strong financial institutions in which all the people have full faith and confidence. There are eleven banks with a capital and surplus of over five million dollars. All are old established institutions. All are a part of the Regional Bank territory of which Chicago is the center, and each one carries a reserve in the Government bank located there, which is one of the twelve allowed by the recent act of Congress. The average daily bank business is more than one-half million dollars.



INDUSTRIAL.

Peoria is a great industrial center connected with world trade because it buys many things, much raw material, and has many things to sell, either manufactured here or distributed through this gateway. Several of its 400 factories ship trainloads of manufactured articles to the seaports to be distributed to all parts of the world where civilization exists and industries thrive. The trade mark of many of these products is known wherever their class of goods is required.

From every state in the Union implement dealers gather at the magnificent grounds of the National Implement and Vehicle Show. It has exhibits from every state and draws implement buyers, race lovers and others from all over the Mississippi valley. On its grounds is one of the three fastest mile tracks in the United States.

Peoria is a great industrial center because of abundance of water, cheap coal, splendid transportation, and advantageous location. It is in the center of the greatest grain producing country in the world. It is a local market for corn and live stock. Peoria consumes in its factories an average of 50,000 bushels of corn a day, and very often sets the price of this product for the Chicago market. Its packing houses make a lively home market for cattle and hogs. Thousands of carloads of live stock are shipped to Peoria to be purchased here, or resold to Chicago or other markets. A great saving is often made in shipping through this gateway rather than larger centers where the terminal cost is greater, and the time in transfer is considerably longer. Peoria handles annually upwards of twenty-five billion pounds of freight. Its spirits shipments are the largest in the world.

Peoria has a large volume of agricultural products rushing into its markets and of these and its manufactured articles it has many trainloads to sell. As the city is a market for grain and live stock, primary and intermediate, so it is a great purchaser of raw material for the factories, and of finished goods for the wholesale and retail trade. It is because of this that Peoria is a great distributing point, which is evidenced by so many large concerns having their western depots here. Since it has much to sell in agricultural products and in manufactured articles, much to buy in raw material and finished goods, and has the transportation facilities to handle all ingoing and outgoing freight in the best manner, Peoria cannot be other than a prosperous commercial city.

Peoria has splendid factory sites on both sides of the river either up or down stream, touched by river and railroads, that can be purchased at reasonable prices.

PROSPERITY.

Peoria has no real poverty within its limits. It is the second city in wealth per capita in the United States. While Peoria possesses many millionaires, yet its wealth is well distributed and thousands of its citizens own their own homes and have considerable surplus in addition. Peoria also ranks second in healthfulness, the death rate being 8 to 1,000. While it possesses little more than 100,000 population, it is steadily increasing, and no doubt the next ten years will see its greatest growth.

Economists agree that the greatest force in city building is the conquering spirit of the people. Peorians are imbued with the idea that Peoria is a great place to live and that idea is making Peoria a great city.

A cordial invitation is extended to capital, to industry, and to folks. Peoria's aim is to maintain a proper balance—believing that a rational ideal in city building is to so work and plan that the city is not only a good place to invest capital or to make a living, but is also a good place to live a life. So we invite you all to come and tarry for a while. Peoria means "the land of plenty," or enough and to spare. Peorians believe in sharing their joys with the world. Come to Peoria.

Peoria Plays Host

To the Illinois Fellowship of Rotary

By Rowan Ray

Associate Editor

PEORIA-ORY-ORY-AY!" Now what do you think of Chicago coming into town shouting anything like that?

Texas hasn't anything on Illinois, and Houston hasn't anything on Peoria.

The attendance at the International meeting may prove to have been larger, but there won't be any BIGGER Rotarians present or any more enthusiasm to the square inch than was found here on Saturday and Sunday, April 25th and 26th, at the Illinois State Fellowship meeting.

There might possibly have been doubts about the bigness and goodness of Rotary before this meeting, but you can't find any in this vicinity now.

Search the Roster of Rotary, ye beginner, and you will find plumb dab at the top—Greiner, Perry, Mulholland and Albert as the Big Leaguers in International Rotary and Illinois rejoices in Bender as President of the State Fellowship, and each and every one was here—count them! Some oratory—some Rotary—some Service

Business and banquets and speechmaking and chicken dinners—automobiles in parks and along rivers and sights and scenery—ninety per cent brotherly love and ten per cent great big boy.

The souvenir cards gave an account of the formation of the Illinois Fellowship of Rotary, given by Mr. E. C. Schmitz, Secretary of the State Fellowship.

International President Greiner was the first to arrive and was given a luncheon attended by about twenty-five Rotarians at the Creve Couer Club.

The business meeting was held at 4 o'clock at the Palm Room of the Jefferson Hotel. President Bender of the State Fellowship presiding, E. C. Schmitz, Secretary. A splendid talk being made by President Greiner, and also by Mr. Schiele of Chicago, one of the four original Rotarians.

The banquet was held in the Gold Room of the Jefferson. Souvenir cards were engraved in three colors; inside the large International Rotary wheel and surrounding the Peoria emblem were the emblems of Chicago, Joliet and Springfield.

A large electric Rotary wheel in colors was in motion, while "He Profits Most Who Serves Best" was prominently displayed back of the speakers' table. American and British flags were everywhere.

Blessed is a banquet that has no disappointment! And there was no disappointment here.

"If I knew you and you knew me,
'Tis seldom we would disagree,
But never having yet clasp'd hands,
Both often fail to understand,
That each intends to do what's right,
And treat each other Honor Bright,
How little to complain there'd be,
If I knew you and you knew me."

This beautiful poem was set to charming music by Rotarian H. G. Trautvetter, dedicated to the Peoria Rotary Club; published by Rotarian Chas. C. Adams, music publisher, and appropriately rendered during the evening, compelling Mr. Trautvetter to rise and bow his acknowledgments.

The program follows:

Invocation,	
REV. DR. D. E. WILLIAMSON, Rotarian.	
Apollo Male Quartette,	
COWELL, MILLER, MULICK, WILTON.	
Rotarian Welcome.....GEORGE R. MACCLYMENT	
President Rotary Club of Peoria.	
Toastmaster,	
PERCIVAL G. RENNICK, Rotary Club of Peoria.	
"Rotary".....RUSSELL F. GREINER	
"Following the Tracks of the Wheel".....	
.....CHESLEY R. PERRY	
"The Spirit of Rotary"....FRANK L. MULHOLLAND	
Song.	
"Illinois".....CHARLES S. BURDICK	
"The Good of Rotary".....VICTOR E. BENDER	
"Rotary Tomorrow".....ALLEN D. ALBERT	
"The Deep Waterway".....HON. JOHN DAILEY	
Apollo Male Quartette.	

That looks like it would be a whole lot of good things, and it was.

If anyone ever joined the Rotary club, believing it was a selfish institution, having for its aim and object the "you tickle me and I'll tickle you" slogan, he certainly had all that idea eliminated from his system before the meeting was over.

I would I could quote you President Greiner's language in telling of no obligation existing for exchange of trade between fellow members; that merit alone should control. That service and only service should govern. His talk was permeated with the sunshine of service and was an inspiration and delight.

Mr. Perry gave us a history of Rotary from its inception to the present time, of how it has grown by leaps and bounds till now the Rotary spirit is found an active moving force everywhere a Rotary Club has been organized.

Mr. Mulholland was advertised as the man that put "peach" in speech, and he took hold of his subject on the high speed and maintained it to the finish. The Spirit of Rotary was "Being Good For Something," doing your whole duty all the time, and you can't accomplish that on the low gear. Give all you have to duty and it will return after many days laden with profit. A man's "survival value" was worth while, for even after he had departed, if the world was better for his having lived, he was attaining the Rotary spirit as a survival value. The speaker blended humor and pathos and common sense in happy vein, reaching his climax amid rounds of applause.

Washing the dirty face of indifference to a fellow member's business and interlocking his prosperity with our own success is something, but Rotary is more than that, and in a very pleasing talk Victor Bender told of the "Good of Rotary." As president of the Illinois Fellowship of Rotary he gracefully gave most of his time to the distinguished guests.

"Rotary Tomorrow"—there was another great big treat. Allen D. Albert has a winning way that takes him immediately into your confidence

and he begins to hammer hard facts into you right from the go. History is still in the making and Rotary is to do a giant's share. The grandeur that was Greece and the glory that was Rome are nothing to compare to the accomplishments and opportunities of the present day. With knowledge so generally diffused, with communication by telegraph and telephone and wireless, a man can't live alone in his own home or even on his own lot, he must become part and parcel of the community, working shoulder to shoulder with his kind for the general uplift, and Rotary is binding and knitting and solidifying forces that have heretofore worked at cross purposes—working for the good of Rotary is working for the good of all. And if Rotary kept on growing, it would have a larger majority than they had in Williams County, Ohio, where it kept rolling up, and rolling up, and widening and widening until it crept up before the Queen of England on her throne, and she said, "My God! what a majority they have in Williams county."

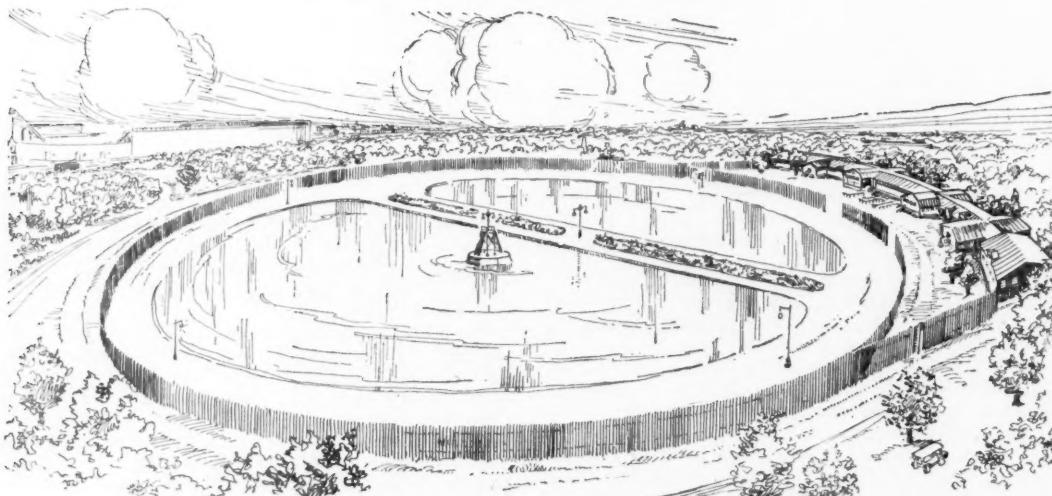
A sane thinker, a polished speaker is Mr. Albert and we are glad to have had him.

Hon. John Dailey, state senator, spoke on "The Deep Waterway," the lakes to the gulf, gave its history and its possibilities and said it was filled with the spirit of Rotary for it was building big for the future and its benefits would be magnificent, and he would like to see the Illinois Rotary clubs take hold of the proposition and work out its accomplishment.

We frankly admit that it was a big event in Rotary. We are glad you came and we want you to come again, you Rotarians from Chicago, Joliet, Springfield, Rock Island, Terre Haute, Minneapolis, Toledo and Kansas City.

A majority of the delegates from Chicago and Joliet remained over till Sunday evening, and the Peoria club took them out to Mossville for a chicken dinner. A drive through the parks and along the river made that chicken dinner taste just like home cooking.

World's Largest Open Air Swimming Pool Draws Half Million



FAIRGROUNDS PARK NATATORIUM MEASURES 440 FEET ACROSS.

Covering five acres, the swimming pool and sand beach in Fairgrounds Park is the largest open-air natatorium in America. It was opened July 15, 1913, and in two months had an attendance of more than 500,000 men, women and children. Dwight F. Davis, Park Commissioner, considers the money spent by the city in this athletic and entertainment feature a profitable and popular investment, though the operating cost is \$95 a day. The layout cost the City of St. Louis \$60,000.

The diameter of the natatorium is 440 feet. There are two pools, the larger with an area of 99,724 square feet, and the smaller with an area of 31,520 square feet. The distance across the large pool ranges from 270 to 440 feet, and across the small pool from 120 to 345 feet.

The large pool requires 3,751,000 gallons of

water, and the small pool, 361,500 gallons. The maximum depth of the large pool is 10 feet, and of the small pool, 4 feet 6 inches. The large pool is filled in 44 hours, and the small pool in 5.5 hours, while it takes 20 hours to drain the large and 2 the small pool.

The concrete diving tower is 18 feet wide and 11 feet high, and the diving platform, 12 feet high.

The sand beach surrounds the pools, and placed conveniently are 236 dressing rooms, children's lockers and showers.

The natatorium is illuminated with 6 arc lamps at every interval of 220 feet, and there is a double arc lamp on the diving tower.

Throughout the swimming season a squad of the United States Life Saving Corps is always on duty. The natatorium is operated under the direction of the Park Commissioner.

Playing the Game of Work

Unique Methods to Increase Efficiency in Business

By J. A. Vandegrift

HERE is in Oakland, California a firm that is endeavoring to do business in a modern humanizing manner and the following brief description of the methods followed by this concern is most interesting and instructive.

The Oakland Mazda Lamp Division of the National Lamp Works is a branch of the General Electric Co. It is one of fourteen factories operated by the National Lamp Works with headquarters in Cleveland, Ohio. The business of the Oakland branch amounts to approximately three million lamps per year distributed to Alaska, Washington, Oregon, Idaho, Nevada, California, Arizona and Hawaii. It distributes in Oakland over \$100,000 yearly—of which approximately \$85,000 are for salaries and wages.

The system described in this article should be considered as business, not utopian methods of getting close to and helping employees to help themselves. We give them nothing in the way of charity, as gifts are not only not appreciated but they debilitate the recipients.

As all general principles in this game have to be worked out in detail for the employes through the staff or organization, I shall speak of our *foremen* or *department managers* first.

Their moral character must be of the highest and is the subject of careful scrutiny and watchfulness. We also believe that good health is such an important asset that a poor physical condition even when coupled with marked ability should debar anyone from a position as a foreman.

We train our foremen mentally by a semi-monthly course consisting of a dinner which promotes good fellowship and makes a distinct break from the regular day's work and a good beginning for the second lesson of the course—which is a club meeting—every member of which is on an equality with everyone else including the superintendent and manager.

A chairman is elected every three months, no one succeeding himself; a secretary is provided and regular minutes kept and distributed to each member.

At these meetings matters of general

An address given before the Rotary club of Oakland, California.

policy, discipline, breakage, production, costs, profits, etc., are discussed and the decision of the members pronounced by motions made, seconded, carried and recorded, each member having one vote, this being true also of the superintendent and manager, the principle being that to make a success of any policy it must be either unanimous or so nearly so that the minority will acquiesce and coöperate cheerfully.

At each of these meetings we distribute our club paper to which we endeavor to have each one contribute something, also some one member either reads or contributes a special article on some general subject. At present this general subject is "Talks to Department Managers," in six articles. A subject just finished is "What is Efficiency?" in several articles. Technical subjects are also presented.

The third lesson of this course is what we call the "after-meeting" when all formality, rules, etc., are dispensed with, pipes and cigars are lighted, and everyone mixes for a heart to heart talk—a good story, etc. These after-meetings are almost as conducive to good results as the formal ones and are really necessary to break men into the habit of talking to others, of expressing their real thoughts and of having a reason for what they say, because they are quickly and frankly taken up and made to prove their statements, although always in a friendly way.

It is also at these meetings that our foremen's compensation is discussed as a whole, because one of the hardest problems we have is perhaps that of making a foreman realize the effect and importance of the quality of work in his department upon the other departments.

To bring this home to him and make him realize what is really meant by coöperation, we work out twice every month a theoretical as well as an actual cost on every main operation and every department, and these costs are discussed in percentages of efficiency. Above a certain efficiency as a whole, we begin to figure a sliding scale of compensation for the foremen as a body, and this is divided among the foremen according to their individual or departmental efficiency. An analysis of this scheme shows at once that

high efficiency of one department caused by passing a poor quality of work along to another department reacts upon the department responsible and lowers this foreman's compensation, and, moreover, lowers the compensation of the foreman, so whoever does not really coöperate is criticized not only by the manager and superintendent but by his fellow foremen; besides, he realizes that he is out of pocket by his own actions.

This compensation is distributed monthly, is independent of salary and in fact has no relation to it. Moreover, it is not to be considered lightly as it is possible for a foreman to receive \$50.00 per month in addition to his regular salary. Further analysis shows that for every dollar the foreman receives as compensation the company receives a dollar as profit. It's good business.

The foregoing shows that we really have to make or build up foremen—there may be a few born but our experience is that over 99% must be developed and trained by systematic methods and we no longer look for the so called "natural genius." In principle we are compelled to use the same tactics to create interest, enthusiasm and efficiency as we use with employes. These methods will be mentioned later.

We consider our "service work" as a department. In charge of it is the Service Secretary, usually a graduate nurse. For this position we prefer a woman who has had enough trouble or bumps or hard knocks to make her a sympathetic and wise counselor. She is the head of the dispensary and cafeteria and director of all club work.

The dispensary is strictly up to date in every particular, but we never attempt anything but first aid, leaving treatments, etc., to the practicing physicians and surgeons. In this connection we endeavor to secure the services of a physician at a reasonable rate for those services for which we do not but the employe does pay, in return for which we consider this physician entitled to all of our patronage.

The cafeteria is operated on actual-cost-of-food charges to employes—the amount in our case being 3c per unit. The menu is changed daily and is posted on a blackboard at noon the previous day so that those not caring for some particular item may bring a substitute from home.

The menu in general is composed of soup (always); ham, beef, tongue, etc., sandwiches; beans, baked or Spanish; or macaroni or hash or stew; apples and cream, or prunes

and cream, or ice cream, etc.; coffee, tea and milk. For 15c we give the equivalent in nourishment of a good quality 60c to 75c hotel or restaurant business man's lunch. Each day's menu is selected in accordance with the balanced ration principle.

Employes are not compelled to buy their lunches in the cafeteria. They may bring part or all from home if desired but they must eat in the cafeteria or out of doors as the departments are all thoroughly ventilated by the janitors during the noon hour and employes are not allowed to remain in the work rooms.

In connection with the cafeteria is a "rest room" for the use of the employes during the noon hour. In this there are some two dozen monthly and weekly periodicals which are subscribed for by us; a branch of the public library, operated under regular library rules together with comfortable chairs, settees, growing plants, etc., making it exceedingly cozy and homelike.

In connection with the cafeteria and rest room is a piano and a space for those who wish to dance. The Service Secretary has her desk in the rest room and it is there that she interviews applicants for employment and makes optical and physical tests on those selected to determine their fitness for some particular class of work.

One of the developments of the service department has been the formation of clubs, such as athletic, glee and garden. These are self sustaining and have been found to create enthusiasm and interest, and we believe are important factors in the moral and physical development of the employes.

We now come to the operators themselves but not to the end of our connection with them in a helpful way.

There is no arbitrary age limit but actual experience shows that for the majority of our operations anyone over twenty-eight lacks adaptability of both mind and hands, and under eighteen lacks steadiness and judgment, so that we give preference to those between these ages.

Our standards for morality are very high and the Service Secretary is constantly on the watch to prevent—first, immoral employes coming in and secondly, immorality developing among those already employed. I can speak encouragingly on this phase and gladly testify to the inherent high moral character of our employes.

Their mental and physical standing is also high but coupled with these is a disinclina-

tion to work at the same rate per hour as is done in the eastern portion of the U. S. for identically the same operations. This is because there is no real working class here, and by this I mean our girls and boys have always understood from their parents that they must help to support the family and themselves and that it is no disgrace to work in a factory, if it is a good one, but that it is a disgrace to be inefficient.

This is a very large and complicated subject and to treat it properly would make this article too lengthy. To treat it except at length would again lead to misunderstandings.

The actual fact is that we pay 20% more than our other factories do for identically similar operations, and have more trouble than they do to get employes to earn what we consider is a proper amount. To illustrate—the piece and hour rates for our more important operations are such that a quick, steady and careful worker will make \$2.25 per day of eight hours—there are only a very few who reach this and only a small percentage who even reach \$1.80 while the majority barely reach \$1.35. In other words the majority are only 60% efficient, a small

percentage 80% efficient and a fraction of one per cent are 100% efficient. This 100% efficiency is not theoretical but is what is being done in several of the eastern factories of the United States.

We have recently made our own minimum wage rule or law which is \$1.50 per day, and after a certain time we will not keep anyone who does not come up to this amount, or in other words who is not 70% efficient.

These facts have lead us to try various plans to secure an interest in the work such as:—

Competition between workers in the same operation, between different departments, between similar departments in some one of our eastern factories and ourselves, and between some eastern factory as a whole and ourselves, etc., all being expressed on our various bulletin boards in the form of the well known baseball scores, percentages of efficiency, cents per unit, percentages of loss, etc., in fact, in any way which we think will most clearly present the facts.

Looking upon work as a game played with some opponent is the keynote and we believe is soon to result in a much better spirit and consequently in improved efficiency.

The British Association of Rotary Clubs

By Thos. Stephenson

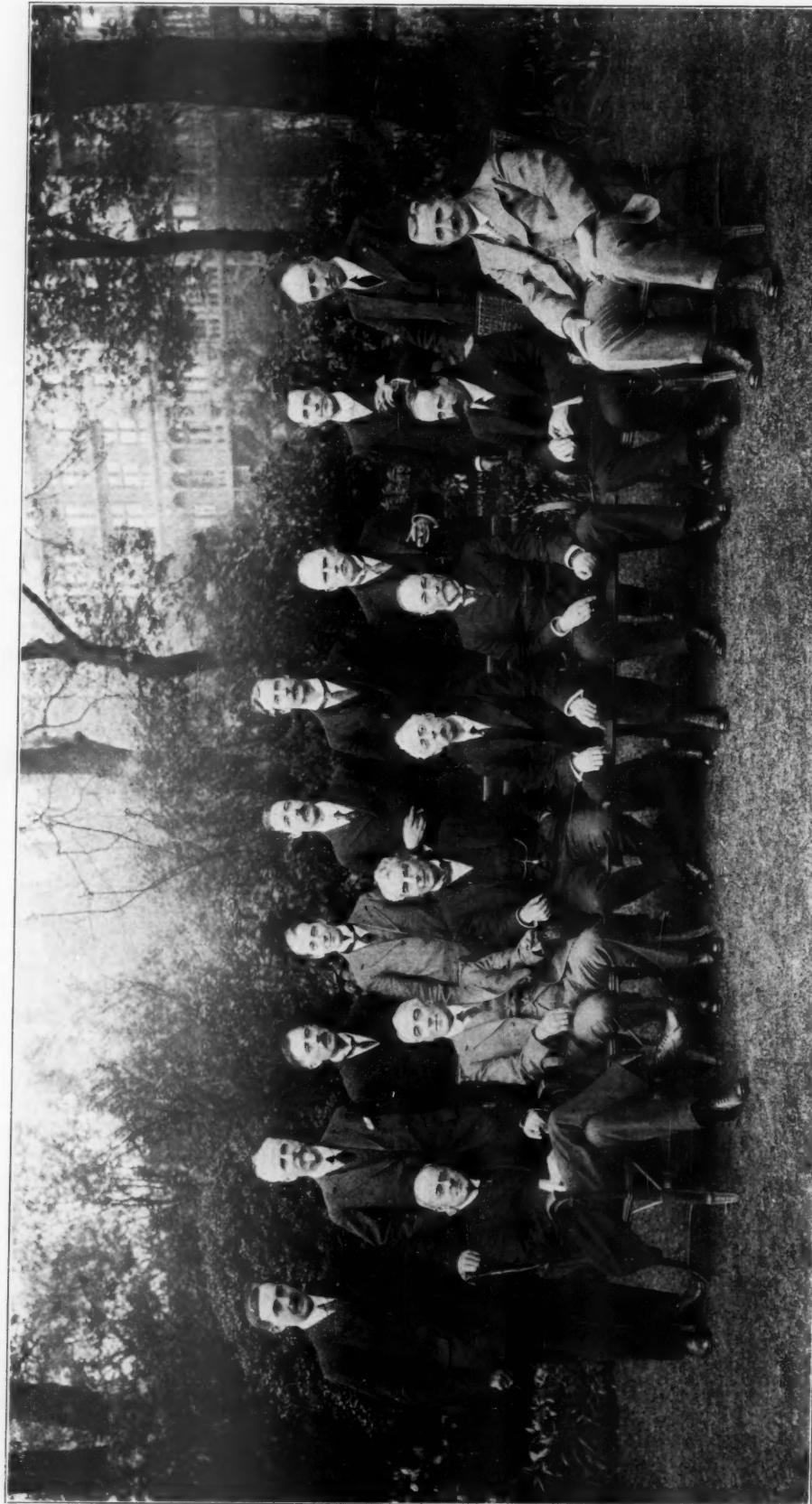
Honorary Secretary of the Association

THE B. A. R. C. is now an accomplished fact. For some time the need has been felt for a central Association for the purpose of linking up the different Clubs of the British Isles. The rapid growth of Rotary in the British Isles has to some extent thrown things out of gear on this side. The clubs have grown rapidly and have followed their own lines instead of conforming to a standard, because there was no standard to conform to. It is true we had and still have the valuable assistance of the International Association at Chicago, but it is a far cry to Chicago, and British Rotary requires British methods, and if we may say it without offence, British Government.

When Mr. R. W. Pentland was appointed Vice-President to the I. A. R. C. at Buffalo last year we felt that the time had come for the unification in some way of the British Clubs. At that time Mr. Pentland was President of the Edinburgh Club and the

undersigned was Secretary and it followed that this matter came to be earnestly and frequently discussed by these officers. The outcome was a Conference in Liverpool on October 30th last of delegates from all the Rotary Clubs of the country. When this matter was seriously advanced and its desirability definitely decided upon, it was left to Messrs. Pentland and Stephenson to draft a Constitution. This was done, proofs were circulated, amendments received, fresh proofs circulated, until eventually things got into such a shape as to allow a meeting to be called for formally constituting the Association.

This meeting was held in London on the 4th May, sixteen delegates appearing from the eight Clubs. Mr. Pentland took the chair and Mr. Stephenson who had been acting as Interim Secretary sat on his left hand. The meeting lasted from 11 a. m. until 5:30 p. m. with an interval for lunch during which



FIRST BOARD OF DIRECTORS OF THE BRITISH ASSOCIATION OF ROTARY CLUBS.

Front Row (Left to Right): J. Dobbie (Pres. Edinburgh), G. J. Pratt (Pres. Liverpool), D. F. Cooke (Pres. London), R. W. Pentland (Pres. B. A. R. C.), J. P. McKnight (Pres. Dublin), W. Findlater (Vice-Pres. B. A. R. C.), W. H. Alexander (Pres. Belfast).

Back Row (Left to Right): H. Boyd (See y. Belfast), J. S. Proctor (Past Pres. Glasgow), C. E. Dolby (Treasr. Liverpool), P. Thomason (Manchester), C. H. Dewey (London), W. L. Sleigh (Vice-Pres. Edinburgh), W. S. Morrow (See y. Birmingham), T. Stephen-son (Hon Sec'y. B. A. R. C.).

time (not during the lunch but during the interval) the group was photographed in the Gardens opposite the Hotel.

Naturally there was much talk, but the chairman held the reins so well that there was nothing unnecessary, and eventually the Constitution was adopted with certain amendments and the Association definitely constituted. The objects of the Association are laid down in the Constitution as follows:

1. To standardise Rotary principles and practices for adoption by all Rotary Clubs in the United Kingdom in so far as they may be applicable to local conditions.
2. To encourage and promote the organisation of Rotary Clubs in commercial centres of the United Kingdom.
3. To study the work of existing Rotary Clubs and their value to their respective members and communities, and to circulate the information thus acquired for the benefit of all Rotary Clubs in the United Kingdom.
4. To promote a broad spirit of fraternity and unity of interest among Rotarian business and professional men of the different centres of the United Kingdom, and among the affiliated Clubs.
5. To co-operate as far as possible with all recognised Rotary Clubs throughout the world in all matters affecting Rotarians.

The following resolutions were also carried unanimously:

1. That the British Association of Rotary Clubs desires it to be understood that the primary object of Rotary is SERVICE in its fullest exemplification.

tion of business efficiency and co-operation; and that all Rotary Clubs and individual Rotarians in the United Kingdom be asked to encourage in every possible way this conception of the movement.

2. That in the organisation of new Rotary Clubs the Board of Directors recommend the organisers and / or original members to endeavour to secure the co-operation, as founders of the new Club, of several gentlemen of good business or professional standing, who should act as a temporary Advisory Committee until such Club be properly constituted.
3. That the Board of Directors impress on all British Clubs the advantage of affiliation with the International Association of Rotary Clubs.

After these resolutions were passed, office bearers were appointed for the year, as follows:

President, R. W. Pentland, 24, Frederick Street, Edinburgh.

Vice-President, Wm. Findlater, 30, Upper Sackville Street, Dublin.

Hon. Sec'y and Treasurer, Thos. Stephenson, 137, George Street, Edinburgh.

There is to be a Board of Directors, consisting of two representatives from each Club, and the three office-bearers above will be *ex officio* on that Board.

Thus the British Association is started under good auspices. It should form a valuable ally to the International Association by looking after British interests on this side, and so far from clashing with it should by a strong and active co-operation help to further the cause of Rotary in Europe.

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THE ROTARIAN aims to make available to the largest possible number of persons, the ideals and the practical experiences of the wide-awake, progressive business and professional men who make up the membership of Rotary clubs. To this end articles from any issue may be reprinted in whole or in part in other publications. It is requested only that proper mention be made of THE ROTARIAN as the source of the information. Wherever possible photographs or plates for illustrations will be lent upon request. Articles copyrighted by their authors are so indicated. All other matter is free to those who may wish to use it.

Rotary Tomorrow

A Prophecy and a Warning

By Charles H. Mackintosh

(Member Rotary Club of Duluth)

Rotary today is the *thought* of Service.

It is one of those beautiful iridescent dreams with which the youthful spirit in every man will often occupy itself in idle moments.

But it is not yet a Fact; it may never be.

Many of you who read this will indignantly repudiate it, crying your new-born platitude—"He profits most who serves best," with the accent on the "profits"—to prove me in error; but some will know it for the truth.

It is no inglorious, disparaging truth, however; rather it is a glorious prophecy.

Even in the individual, by how many years must the creative thought precede the act of creation!—A man may think a trivial thing and act it on the spur of the moment; but not so a thing worth-the-while, an act of noble self-expression.

First he must build up, with thought added to thought, the noble *self* he felt the first faint urgings to express. And then there needs the slowly-won art of practice before the perfect expression can be arrived at.

If this is true in individuals, must it not be true also in the mass?

And how shall men whose minds were suckled at the breasts of self-interest suddenly cast off the habit of a lifetime to assume the self-immolating garb of Service?

The twenty centuries since Christ laid down the Golden Rule of Rotary fling back the answer!

Christianity has dragged so long because the multitude of men have kept it as a thing apart from their daily lives and because they have fallen into the almost-inevitable habit of repeating platitudes instead of living them.

Herein consists the glorious hope in Rotary.

Rotary teaches seven-day Christianity, founded upon Nature's law of the greatest good to the greater number.

It is a religious revival based on business principles; whether it is to drag for twenty centuries more or to find its true expression in a handful of generations depends upon how it steers among the rocks besetting all such revivals.

The first and most menacing of these rocks is the Platitude-Habit; the substitution of ritual for real thought.

Ever since Man emerged from his primeval protoplasm, ninety-nine per cent of him have been the physical and psychical slaves of the remaining one per cent.

He has been and is a physical slave because he was and is a psychical slave; because it is his age-long habit to take his thinking ready-made from more energetic minds.

Herein is found the reason for his arrested mental development.

He has not learned to think because he has not tried; he has not tried because there were always others ready and willing to do his thinking for him, who forced their thoughts down into his mind by the combined weight of Public Opinion which is, in fact, nothing but a reflection from the mass of mental inertia.

"Prove it to me!" should be the battlecry of our mental democracy.

"If I have not the intellect to understand, train my intellect until it can; and at length I will be able to believe what you teach, not with the blind belief and lip-service of acceptance but with the sublime belief of a complete understanding which has become a very part of my mental self."

Let us beware, Rotarians, of falling into this patter of platitudes about the sublimity of service.

Service is indeed sublime, but only when it has become a living Fact.

Let us rather study for ourselves the principles of that great Law which underlies all Nature, including our own lives; which proves to us a thousand times in a thousand ways that Nature's purpose is the gradual perfecting of her creation thru work done upon it by her creatures.

How does that man help Nature who shuts himself away from his kind and,

feeding upon books and introspective thought, learns gradually to master the animal in himself and to become a more perfect Man?

In a few years his carefully built brain will be a handful of dust and, if it be not preserved to immortality in the minds of other men, all its toil will have become as the fleckings of a summer zephyr on the surface of a lake.

But it is not the purpose of this essay to pour old platitudes into new moulds.

Rather it is to formulate the irresistible Fact that the future of Rotary lies in the emancipation of our minds from *all* platitudes, new and old.

If we can learn the law of service for ourselves we may live it a little, though not much.

Not much, because our minds are made already, mostly of the thought-stuff of long-dead Thinkers and they will not let us change the habit 'of our lives.

But what we think today—if we truly *think* it—will become the mental starting point for our children; or for our children's children if this be already too late.

If we can learn the law of service, each for himself, and so live it a little—for he who truly learns a Truth *must* live it to the limit of his capabilities—our children will believe in it because they have seen it work and will be willing to build their minds to that model.

Then, because their minds will be builded from the bottom up to our ideal, they will be able to live the law a great deal better than we can ever hope to do.

When the last atom of slave grey-matter has been obliterated from the brains of their children's children—and a God alone can guess how long it will take—then and not till then the Religion of Service will be the habit of daily life on earth, the Golden Rule be the common rule of human conduct.

This then is the glorious prophecy of Tomorrow in Rotary, if *we* have the courage to think for ourselves and the will to put our thoughts to work.

A Rotary Club Greeting

“Canada's greeting to the Tacoma Rotary Club,” is the subject of a French-Canadian poem written by a member of the Victoria Rotary Club and delivered by the author at the convention held in Tacoma, February 21. The verses follow:

Comment ca va Tacoma, hope yourse'f and familie
she's well—
For lot Canadian fellar, hav som dam bad speech
for tell—
But all de sam, dey do de very bes dey can—
An try giv jus so good de speech, as nodder
Rotary man—
Our “brav garcons” wat travel here today,
Got plenty wind, so lissen wat dey say:
Victoria, da modder of dis Nort Pacific lan
Is glad for meet her chil'ren an tak dem by de han,
For sure, dere is no finer boy, dat's made or foun
Dan dose Tacoma boy, on wat is call de Puget
Soun—
Dey got “esprit de corps” an plenty “savoir
faire”—
From de Rotary club, to de city council and de
maire.
So you jus boos for us, and we will boos for you
An plenty good will come, for all of us, too,
An wen for Victoria, you blow de great big horn,
Don't forget Vancouver hav some bes Canadian
born.
An now, Mr. “Le President,” I tak too much
your time,
So tanks for your lissen to dis “Johnnie Canuck”
rhyme.



The Metaphysics of Business

By Ludwig F. Baechle

TO BEGIN with, allow me to mention that theology is the most abstruse thing in the world but that practical knowledge is the simplest. Therefore I want it understood that I am not speaking disrespectfully of theology. Theologies are human versions of Divine Truth, therefore the varieties of the versions and the inconsistencies of them. We have heretofore paid considerable attention to effect, to the mere experiences themselves. We have described them, extolled them, advised them, done everything but find out what caused them. Causes and effects are eternal arrangements. Now, what I am endeavoring to do is to help you firmly grasp the *modus operandi* of cause and effect through the principles of metaphysics as applied to our specific business needs.

Before going any further, allow me to give you a brief definition of the term "metaphysics." It was first used by the followers of Aristotle, to describe that part of his writings which came after those that treated physics. It is the science of the Real as distinguished from phenomenal being. Mental philosophy is general. Therefore it is the scientific knowledge of mental phenomena. If metaphysics is the science of real being we should know the truth of it to attain mental efficiency, and the truth should make us free from doubt and speculation.

The principles of efficiency as applicable to any business enterprise are a low cost of production, sales, distribution and collection but the principles of metaphysics with which to attain mental efficiency in business are politeness, courage, sympathy, justice and above all love for your fellow being. These are qualities of the highest order and it is my intention to show you the effect these qualities as well as their opposite qualities have in their relation to business.

You are well aware or should know from business history that businesses are not conducted as they formerly were. Men have come to regard each other more as brothers than business enemies. Business associations, organizations, clubs, societies, etc., are all modern improvements for the advancement of sociability in business. Consider our own Rotary Club—what is its object to its member, to sell his worldly goods and

An address delivered before the Rotary Club of Chicago, Ill.

fill his coffers with filthy lucre? No! Indeed no! It is an organization consisting of the best mental material obtainable and its principles are elevating the individual to the benefit of the organization and the community at large. And I am bold enough to say the world, for we are one of the greatest sources for the promotion of international peace among men and businesses. The conferences held regularly by selling organizations, business talks and lectures, etc., are for the moral uplift and the attaining of mental efficiency in individuals. However, if you don't apply some of the principles set forth in the talks you listen to, you are not only standing still but actually retrograding.

The world's work, fortunately, is so great, there are so many divisions of labor, so many types of responsibility, that there is always a position of dignity for every man who earnestly seeks to establish his fitness. The opportunities for success are multiform. Progress requires thousands of different minds for her various undertakings. Mr. Hugh Chalmers, President of the Chalmers Automobile Company, in addressing the members of the Detroit Chamber of Commerce, once said: "There are three types of men in business. First, the man to whom you give an order and send another man to follow it up and see that it is carried out. Second, the man to whom you give an order and rest assured that it will be carried out as per your instructions. Third, the man to whom you do not have to give an order but who uses initiative. This type of man is the hardest to secure."

And now the question arises what is initiative but mental efficiency, doing the right thing at the right time. In order to know how to obtain mental efficiency, you should first acquaint yourself with the difference between the human and the divine mind. Let me refer you to that which, by common acceptation, is known as mind, the human mind. The human mind is regarded as having two phases, objective and subjective. These are also known as voluntary and involuntary, conscious and sub-conscious, active and latent.

The first or conscious mind is that which impels us to do a thing knowingly, voluntarily, such as lifting the hand, but in sleep,

and even in our waking hours, we lift the hand a thousand times involuntarily, intuitively. The latent, subconscious phase of mind is the most important and is estimated to perform ninety-five per cent of our thinking and consequently our acting. That the vast majority of our daily acts are involuntary no one will deny.

As an example, I recall the time when I was quartermaster on the St. Paul sailing from New York to Southampton, England. On reaching American waters it is customary to pick up a pilot at the Sandy Hook lightship before entering the New York harbor. In those days the St. Paul was not equipped with wireless telegraphy and, it being a very foggy day, we spent considerable time locating the exact location of the Sandy Hook lightship. On occasions of this kind it is the quartermaster's duty to be stationed at the telegraph instrument in the center of the bridge. The captain is usually on one side and the chief officer on the other and a lookout in the crow's nest, all watching for the pilot's lighter or any sign of the lightship so that we would not run into her. Occasionally the captain would give orders to reverse engines or put the wheel hard aport or to go full speed ahead or full speed astern, as necessity required, when he thought he heard the Sandy Hook lightship's fog horn. It is the quartermaster's duty to telegraph these orders to the engine room or orally relay them to the quartermaster at the wheel. On one particular occasion, on a severe, foggy day, I was stationed at the telegraph instrument passing orders to the quartermaster at wheel and telegraphing messages to the engine room, the weather being so dense we could scarcely see our hands before our faces. From time to time the captain thought he heard the fog horn on his side and gave instructions accordingly, and then again the chief officer would affirm that he heard the fog horn on his side and would give instructions accordingly. Consequently we were going ahead and reversing and sailing in different directions in order to avoid any collision with the lightship. Suddenly, without having received any orders from either the captain or the chief officer, I telegraphed below to reverse engines and ordered the quartermaster at the wheel to put her hard aport. We just grazed our bow on the stern of the lightship and came to a dead stop before any damage was done. The captain and the chief officer ran to the center of the bridge,

realized what had happened but did not say anything to me. Had the lightship not been there, I would have been placed in irons for having given orders without having received them. Doesn't this prove that the object discerned by direct cognition was the manifestation of intuition and isn't intuition the working of mind?

The efficient salesman brings to the solution of any problem in any business the necessary health and physical strength that will keep him on the move all the time. Considering this, I find not so readily accepted and understood the fact that every function of the body is constantly carried on by latent mind. All must admit that bodily functions are affected by mind and to me this leads to the positive conclusion that they are entirely controlled thereby. As an example, we cannot voluntarily, intentionally move the heart as we would the head but if something occurs to affect the mind, such as surprise, fright, or an offensive remark, how quickly the heart responds with increased action. The blood rushes fiercely through the veins, the face flushes, the head throbs and death sometimes follows and we call it apoplexy or heart disease. To me this is the plainest proposition that the phenomena was mental.

The metaphysician's man is spiritual. He is the man to whom God gave dominion over the earth, and dominion over the earth indicates on the face of it that his spirituality, his individuality predominates here and now. The metaphysician attributes all cause and effect to mind, "as a man thinketh in his heart, so is he," but he must absolutely so think. We boast of knowing our own mind but most frequently we do not.

The conscious expressed mind is very frequently wrong. As an example of this, the majority of tobacco users admit the habit to be filthy and without excuse. They say, "I would like to quit it," but the fact remains they would not like to quit it or they would quit. It is a mental trait—latent mind believes in the effect of pleasure in tobacco. The very best surgeon could not locate the habit and a surgical operation would not remove it. Verbal arguments might be had with the habit slave until the end of eternity but without avail. However, when the proper suggestion reaches his inner consciousness, the habit is easily dropped. The cause being removed, the effect is no longer there. I am telling you these things with no intention of preaching morality. If you smoke,

that is your problem. If I smoke, that is my problem to solve. I am simply demonstrating facts of cause and effect.

Nearly every big business institution in selecting its staff will invariably choose men who do not drink or smoke. They are looking for integrity in their employees and, while on the subject, let me explain that integrity means something far more than honesty or uprightness. It means an unadulterated state of pure mindedness. It is a state or quality of being entire, complete; therefore, the man who does not drink or smoke is clear minded, pure minded enough to do his work entirely, completely, consequently successfully.

Another great hindrance to the advancement of health or efficiency in business is fear. Consider the consumptive, he is known for his cheerful manner. He speaks of recovery when on the brink of the grave. On the surface, there is no trace of fear but deep down in the depths of the mental reservoir latent mind is steeped in fear and the white plague does its work. This proves conclusively that fear is the greatest enemy to mortal health. More big business deals have been lost at the closing point on account of fear than we will ever be able to estimate. Fear and evil habits are two of the vital detractions from mental efficiency.

I know of a type of man who attempts to control others by fear. Such men as a rule are harsh, unsympathetic, too exacting even to the extent of hair splitting. Causing fear is using brute strength and is considered one of the crudest weapons of mankind. Fear invariably engenders hatred of your fellow employees and consequently their contempt.

A self-centered man nearly always judges others by his own erroneous conception of himself. He is extremely jealous of his authority. He is bigoted and narrow minded and is greatly to be pitied as this state of mentality is usually the hardest to overcome.

I once heard of a clergyman who said from his pulpit, "Sin is a disease, and disease is sin. Moral corruption and physical leprosy are alike. Sickness and evil thoughts are poison and an evil deed is a stab." This is good, sound metaphysical doctrine and accords with what the metaphysician knows. When we destroy fear, hatred, malice, revenge, we are destroying disease producing mental germs which are the cause of most business failures. They are the corroding impulses that go to make up the

tragedy of life in business. Everybody has to sell something to exist, time, labor, ideas, moneys, goods or chattels but if you put a price on your word, saying that you are telling the truth when you are not, or divulge confidential matters or quit a job, half done, you are marked and a marked down proposition every time.

Now let us consider some of the qualities of metaphysics as applied to business. Let us examine their cause and effect. Let us consider the first quality, dependableness. Let us not be the second type of man Mr. Chalmers speaks of but let us be dependable to the extent of honesty, uprightness and above all efficiency. Generosity and kindness are amenities of love. Generosity does not mean to give away your product at a loss, thinking you are doing a good deed or an act of kindness. Generosity and kindness are being patient in business. Perhaps extending credit to those who cannot afford to pay in full on demand yet are financially able to remit in time. "Courtesy is said to be love in little things, and politeness has been defined as love in trifles." Deeds such as these are dignities of life, they are the elements of a gentleman, the essential qualities of a polished salesman.

Do you know what a gentleman is? He is a gentle man, a man who does a thing gently, with love. There is a petty sentimentality current among some types of business men that is pure affectation. Its use is greatly to be deplored. One is naturally drawn to him who manifests a sincere love of humanity, not to express it in extravagant endearing terms but in acts of genuine kindness and affection.

Put a piece of iron in touch with an electrified body and that piece of iron for the time being becomes electrified. It is changed into a temporary magnet in the mere presence of a prominent magnet and as long as you leave the two side by side they both are magnetized. Remain side by side with divine love and you will become a permanent magnet, and permanently attract this force and you will draw all men unto you. That is the inevitable effect of love.

Any man who fulfills that cause must have that effect produced in him. That is the highest efficiency in business.

Let me tell you a story of a cashier of a bank who went to his president and asked him if he had seen any of the counterfeit bills which were being passed and presented for payment. The president admitted that

he had not seen any of the counterfeit bills. The cashier then asked him, "how shall I identify these bills should they be presented at the bank?" The president, resting his hand gently on the cashier's shoulder and looking him kindly in the eyes, said: "My boy, study the good bills, study carefully the good bills."

Now, I believe I have expounded at least sufficient scientific facts of metaphysics to prove in a small measure that mind is the cause. It is the governing principle of man. It is up to you to prove your individuality. If there is a single surge of vitality in your being, we will see a man emerge from the

trial. Fair weather never taught me seamanship in the three and one half years that I sailed the seas. Mock battles never made a real soldier, it takes storms and stress and the crash of disaster to transform the recruit into dependability. The world can't cry "Quit" for you. All the unbelief in the universe is meaningless if you consider yourself unvanquished and undaunted and this you can do for the metaphysician's man is spiritual. He is the man to whom God gave dominion over the earth and dominion over the earth indicates on the face of it that his spirituality predominates here and now. Delay pays no dividends, act now.

What is the Use of a Rotary Club

By Chas. B. Penwarden

Honorary Secretary Manchester (England) Rotary Club

NOTHING seems so cheap as the benefit of conversation; nothing is more rare. 'Tis wonderful how you are baulked and baffled. There is plenty of intelligence, reading, curiosity; but serious, happy discourse, avoiding personalities, dealing with results, is rare."

The foregoing is an extract from an Essay on Clubs by Ralph Waldo Emerson. He says: "Serious, happy discourse, avoiding personalities, dealing with results, is rare."

A Rotary Club is an organisation dealing with *results*.

It is the only organisation in the world whose acknowledged creed is "To do something for the next man."

A Rotary Club has been accused of being a "back-scratching organisation." It has been accused of being in existence for selfish ends, for the aggrandisement of its members, for the forming of cliques and, in a small way, for the formation of monopolies, rings, and trusts.

It has been said that those attached to Rotary become so attached purely from selfish motives, and that they remain in it for what they can get out of it.

It has been suggested that Rotarians are men who want everything for themselves, and who will do their utmost to keep those not in Rotary from having anything which it is possible for the Rotarian to have.

All of which is as erroneous as it is absurd.

All of which proves beyond question that the framers of such charges have not even

the remotest idea of how or why the Rotary Club or the Rotary Movement came into existence. All of which indicates that such accusers have not even begun to realise the incontrovertible truth that the real progress of the world, as well as the real progress of the individual, is based upon Efficient Service.

What Rotary Teaches.

Rotary teaches Service, but Rotary has no monopoly of Service. It possesses the power to bring forth that which is best in man and subdue that which is undesirable. So far from a Rotary Club being founded on Selfishness its quick and utter destruction would follow were Selfishness permitted to enter into its deliberations or into its actions. It is admittedly difficult for those not conversant with the methods prevailing in a Rotary Club to understand just why busy business men can afford to give of their time, their intellect, and their money to the dissemination of Rotary ideas and principles. It is difficult even for new members to quite grasp at first the law underlying the doctrine of Efficient Service.

In the process of time, however, the neophyte begins to realise that there is more in the weekly and monthly meetings and in the taking part in the discussions and in always striving to do something for somebody else than he had at first suspected, because it is a peculiarity of Rotary that the more a man is known and the more he does the better acquainted he becomes with men

who are able to do something for him. This emphatically is not selfishness. It is the reward of Service.

Any business man coming into Rotary, taking an active part in its affairs and concerning himself with doing something for others all the time, will eventually find himself sought out, because it is a feature of a Rotary Club that every member shall know every other member by name, business, and location. It is a feature of Rotary that a member will give business to another member, because he knows that such member, if the laws upon which Rotary is founded are obeyed, will give him better Service in his particular line than any man in a similar business outside of the Club.

It is essential that a Rotarian should give better Service to another Rotarian than any other man would give, to justify his position in the Club. This is one of the uses of the Club. To elevate a man to the understanding that his obligations are not necessarily to receive business from other members, but to give them Service of a more than usually high grade. Every man pledged to give puts the Club into a unique position, because every man is bound to benefit, not necessarily by business alone, but by contact with men who are sending out all the time suggestions, thought-waves of a decidedly positive and beneficial tone, thus making the atmosphere of a Rotary Club one that is tonic in its action—tonic and uplifting through the exchange of ideas, thoughts, experiences—tonic by virtue of combination, association, and collaboration of the best of the whole. This is possible by no other method known to man. There is no organisation in existence where in so short a time, a man, if he will, can realise just where he has been wrong and just how he may put himself right, or where, in so short a time, he may learn facts and details about so many other businesses, receive so many impressions which are so certain to add to his mental equipment and which are certain to be brought into use again at a later date for the benefit of his own affairs. In a Rotary Club a man learns—there is no selfishness in that. The man is not born who knows everything. The individual does not exist who could not learn something to his advantage, who could not add to his knowledge, or who could not benefit materially by constant attendance at Rotary meetings.

A Rotary Club is an organisation which produces results.

It would be as idle as it would be useless to deny that some men do join Rotary for what they can get out of it. Equally useless would it be to deny that such men never remain in it. Their mental equipment does not enable them to see how deep the roots of Rotary go, and their greed and impatience does not permit them to wait long enough to find out. Does that stop the growth of Rotary? Not an atom.

A Rotary Club is builded with the stones of acquaintance, bound with the cement of confidence upon the rock of service. It is impregnable. It teaches men what they never knew before, and, what is more, it implants in the memory details concerning other men's businesses of which they would otherwise have been in ignorance.

Testing One Use of Rotary.

Take a walk with a man who is not a Rotarian. You pass down street after street, past shops and warehouses in endless chains. Do you ever give a thought to any one of them, unless there happens to be some special reason? Cast your eyes upward, observe the names over the doors. What do they convey in clear thought to your mind? Nothing. See hoardings, carts bearing names, sandwich-board men. The messages thereon you notice and read automatically; probably do not notice at all. You are not interested; there is no remembrance to awaken on this particular subject.

Now take a walk with a Rotarian, one who studies his membership list as he studies his Bible—probably much more. You hear someone mention architect and you will find his remembrance says "Longworth." He sees a motor van careering along the street labelled Sutton & Co., and memory says "Burgess." He walks into a friend's office and notices an Underwood Typewriter in use and memory reminds him of Warren. When he contemplates having some printing done, his mind, accurately working, says "Messon." Should he need a rubber stamp he thinks automatically of Clarke. Should a friend say to him "I want to take out some insurance. What is the best way to go to work?" He will answer: "Go to Kerridge." If a man asks him "Who is Barnes?" he replies, "A maker of lifts." If the question is put to him, "Can you tell me who to go to for some sanitaryware?" he will answer "Williams."

Why?

Because he cannot help it. It is because of the association of ideas and bound up with

those ideas is the word "Rotary," and instinctively, sub-consciously, he is thinking all the time of what Rotary means, and thinking that he is obeying its injunctions by thinking of a Rotarian as often as he can. Some other motive may perhaps cause him to substitute another name, but inevitably it will be found that, to the men who attend Rotary regularly and who are good Rotarians, the name of another *known* Rotarian will always leap first to the lips.

A Rotary Club is an organisation dealing with results.

Wasted Opportunities.

For this reason how wasteful of good opportunities is a man who fails to attend the luncheons, or who fails to keep in touch with his fellow members. The man who says he has no time to attend a Rotary luncheon deliberately refuses the enormous advantage of having a batch of men in various walks of business life acting for him as most effective advertisements. He refuses the automatic assistance of every man in the Club who understands why he is there. The only men who leave a Rotary Club are those who do not know why they ever joined—and have never been able to understand, because of their impatience to be making something out of it.

Another of the uses of a Rotary Club is in its power to bring out latent talent and to enable a member to stand up before his fellow men and state his business as clearly and as concisely as he may, confident that he has the undivided attention of his hearers, and confident that he is telling them something which probably they never knew before, which will put a different construction upon the general opinion of both himself and his business. This advantage, unobtainable elsewhere, is due largely to the fact that membership is limited to one of a trade or profession. The speaker is enabled to speak with greater freedom, and, as each member in turn secures the opportunity, a considerable amount of useful first-hand information is circulated in the course of a year. Where else may this be done?

To quote Emerson again: "A scholar does not always wish to be pumping his brains: he wants gossips. The black-coats are good company only for black-coats; but when the manufacturers, merchants, and shipmasters meet, see how much they have to say and how long the conversation lasts! They have come from many zones, they have traversed wide countries, they know each his own arts

and the tanning artisans of his craft, they have seen the worst and the best of men. Things which you fancy wrong they know to be right and profitable; things which you reckon superstitious they know to be true. They have found virtue in the strangest homes, and in the rich store of their adventures are instances and examples which you have been seeking in vain for years, and which they suddenly and unwittingly offer you."

The Gifts of Rotary.

Members of Rotary each have their adventures in the commercial jungles, and at every luncheon and every dinner they give out, not unwittingly, but after careful preparation, instances and examples of experiences from the rich stores of their adventures which makes a Rotary Club worth while, which makes the meeting each successive Thursday worth while and which, in the fulness of time, helps to make a man better, more tolerant, more useful, and become possessed of a fuller and a more understanding knowledge.

A Rotary Club is an organisation dealing with results.

Further, membership of a Rotary Club means membership of an organisation which is gradually taking possession of the populous places of the earth—11,000 strong. In one and all of 100 towns you and I have friends in Rotary. You are willing, and each and every man in each and every Club is willing, to give to all who ask the full share of assistance and advice. In my business it will pay me to open up correspondence with as many others in the same line in as many different towns as possible. New schemes, new ideas, new methods exchanged between us all mean profit for each. Differences of customs, ideas and ideals, differences in environment and in methods of dealing, different trains of thought brought about by the vagaries of climate and the limitation of boundaries give to me the concentrated goodness of as many brains with which I can open up communications. This is not confined to mere trade relations. It is possible to open up communications with men whose letters may be full of information regarding those things which must be of the greatest interest to the broad-minded man, the man who rigorously casts off his insularity and elects to become, so far as his situation will permit, a citizen of the world. Only those who have travelled far or those who live in countries of enormous distances can adequately

ly understand how very narrow and insular are some of the views adopted by those who live in a cramped and restricted area and governed largely by cramped and narrow circumstances. Rotary opens the doors of the world to those who would pass through and learn, and no man can say that he does not desire knowledge, that he is not interested in that which will make him a better living man or a more knowledgeable man.

If business becomes a harder and harder taskmaster day by day, if competition becomes more intolerable as the years roll by and winds its vitality-sucking tentacles tighter and tighter around those who cannot escape its venomous attack, is it not policy, common-sense, prudence, to equip ourselves more thoroughly by every legitimate means, in order that we may be stronger and better able to withstand the attack? Rotary does not teach the practice of chicanery or deceit. The rogue, the parasite or the thief, the charlatan, the swindler or the adventurer has no place within its ranks. Is it not in itself an inestimable advantage to know that, before any man is permitted to enrol himself in the ranks of Rotary, he has first to pass the scrutiny of the whole of those among whom he would place himself? Where else is it possible to find this safeguard? Where else is it possible to know so much about a man's business and the details of that business? Granted that, probably—it is fortunately very rare—here and there some individual less fortunately endowed than his brethren in matters of honour and probity manages to slip in, and granted that, probably, he for a time pursues his wicked and crooked course, how long will it be before he is found out, and, when he is found out, how long is it before the whole of the members of that Club are aware of his misdeeds? Is it not a great advantage to know that you are dealing with 100, 200, or 300 business men, according to the number in such Club, and to know also that should any individual be so misguided as to endeavour to work crookedly or contrary to the laws of business morality you may instantly know, even though you have had no transactions with him yourself?

Go further and ask yourself of whom you would inquire did you wish to know the character of a business acquaintance. Can you not better rely upon the word of a fellow member, whose acquaintanceship with Rotary has taught him to maintain a high level of integrity and business honour?

These are all considerations worthy of study when the question is asked: "Of what use is the Rotary Club?"

Why Rotary Cannot Be Selfish.

Where is the man obliged, owing to the character of his business, to travel to distant towns, who does not realise the great value of being a Rotarian, when he finds himself in a town where there is a Rotary Club? Who does not realise and appreciate the advantages of being one of a band each individual of which is anxious to show to him an indulgence and a helpfulness impossible otherwise to obtain. Those of you who have not yet visited another Rotary Club, or who have not yet visited other Rotarians in other towns, cannot possibly realise how very seriously this organisation is taken or how obligated Rotarians in other towns feel themselves to extend all hospitality and civility to those who call upon them. In the British Isles we are as yet but two years old. We are going through the same process of elimination and the same fire of purification as older Clubs in the Great West have already gone through. Out there they—men of clear thoughts, high integrity, boundless enthusiasm and farseeing vision—have long ago discovered that did Rotary presume to rely upon greed, selfishness, egotism, or a slavish adherence to the laws of self-preservation, or did they think to ring themselves around with an impassable barrier of inter-trading, the whole organisation would be as an apple eaten out from the inside by a host of ravenous grubs, and in even less time than the period during which Rotary has existed in this country nothing would remain but a mouldering, rotten rind of a saddened remembrance. Rotary can only stand permanently by its adherence to the loftiest principles, the utter elimination of self, and the preaching and the teaching of the doctrine that not one of us is strong enough to stand alone; that we are all bound together beyond the possibility of separation, and that humanity depends entirely upon its units, upon its workers, upon its thinkers, upon its teachers and upon its preachers for the success of its march along the upward road of progress.

Rotary consolidates, binds together, so links up that, through the lessons taught and learned at its meetings, it sends forth into the world men of the greatest practicability and common sense who have realised that here is a something to which they can adhere, serene and confident that, in their handling of the subject to the best of their

ability, lies the surest way to personal success, what time they are casting their bread upon the waters by force of example and teaching to those unfortunate enough not to perceive the truth, which, as most always, is at the bottom of the well. In towns where they have passed through the initiatory stages the members of Rotary Clubs are bringing their combined efforts to bear upon the securing of better conditions of living, making better towns in which to live and better men to live in them. Think what it means in any town to have two or three hundred men representing as many businesses, each with probably a different circle of acquaintances. Think what a crowd it would mean if every man in this room were to bring every man he knew down here to-morrow, and think what a mighty influence for good those two or three hundred men would have if they once set their combined minds to carry out a certain project. Is it conceivable that this great moral and financial force made up of men of weight and substance in the world of commerce would allow themselves to be defeated when they knew they had right and necessity behind them?

A Rotary Club is an organisation which produces results.

Rotary Is Selfish—If!

Gentlemen, there is not a man breathing

who can substantiate any claim that Rotary stands for anything but good. It is not selfishness any more than it is selfishness for a man to take a column of space in a newspaper to advertise his wares. If it is selfish to come down to business to find the wherewithal to secure one's daily bread, then Rotary is selfish. If it is selfish to work hard and long, to plan, to risk, and to belong to trades' organisations, subscribe to trade papers, to endeavour to uplift oneself into being a better, a brighter, and a more useful man, then Rotary is selfish.

The use of a Rotary Club lies in the fact that it gives you so much and asks you for so little. One hour per week, and even that hour is not taken from your usual period of relaxation. One must lunch somewhere. Even though a man value his time at £1 an hour it would still be worth his while to attend. Apart altogether from the forming of reliable acquaintances the relief from the strain of business which that hour brings, the enjoyment, the comradeship, and the information gathered, the exchange of experiences, to say nothing of the inspiration and the moral uplifting, together with the subconscious bringing out of the better nature and the subduing of the baser nature, makes a Rotary Club and Rotary Society a worth while organisation—one that produces profitable results.

Publicity for New Members

By Paul Elder

Member Rotary Club of San Francisco

A terse suggestion to the member who would avail himself of the benefits to be derived from membership in the club, as well as make his influence felt with his fellow members, is—make your personality count. The man who assumes a retiring attitude and expects to be the passive recipient of benefits will receive only a small share of the publicity and impetus which may be his if he will but aggressively enter into the activities of the club.

Let him state his case with vigor; let him speak with freedom and without timidity, assured that each of his fellow members who is in earnest is doing likewise.

In the manner of answering the roll call, a man may make his influence count, or lose an opportunity to impress his personality upon his associates.

At the club's very foundation are the ideas of mutual helpfulness and increased efficiency for its members. Any man's business, no matter what his line, will respond to publicity and intelligent, forceful exploitation, and each member's acceptance of this fact is evidenced by his affiliation with the Rotary club.

Avail yourself of every opportunity offered to speak up, otherwise you miss your benefits.

At the same time listen to the other man that you may serve as well as be served.

That Rotarian—Shakespeare

By Frank Higgins

President of the Victoria Rotary Club

(Almost coincident with the Shakespearian meeting of the Rotary Club of Victoria, so excellently described in the following article, the Rotary Club of Calgary joined with the Calgary Ad Club and Calgary Greenroom Club at a luncheon at which F. R. Benton, a noted Shakespearian actor, was the guest of honor. Speaking of the Rotary Club, Mr. Benton said: "The Rotary Club is one of those organizations, I suppose, that is trying to strike oil. It is looking no doubt not only for the material oil, but for oil for all the intricate cog wheels of life. Therefore, the artist and singer has a special appeal to them. There is in Shakespeare a sense of proportion, a constructiveness to make the wheels of life go around harmoniously, to send the life blood pulsing more quickly through our veins, to inspire us with that dauntless courage of a strenuous people." Only another testimonial to the fact that the great bard of Avon was a Rotarian at heart.)

PROMPTED by the contemplated visit to Victoria of Mr. Archibald B. Flower, chairman of the board of governors of the Shakespeare National Memorial Theatre, Stratford-on-Avon, who had been addressing some of the Rotary clubs on the Pacific coast, the cultured secretary and entertainment committee of the Rotary Club of Victoria opened their editions of Shakespeare with a view to ascertaining if this remarkable *litterateur* had by any possible chance written something that would justify the existence of the Rotary movement.

It is generally known that this author, who wrote his plays three centuries ago, touched on subjects which go to the root of our present day life, that many modern expressions may be traced to Shakespeare, that there is probably "No speech nor language in which his voice is not heard"; but the industrious literary members of this committee were startled to find that the basic principle—Service—on which Rotary is founded, is so thoroughly and consistently dealt with in some plays that they concluded that Shakespeare must have been a Rotarian at heart, and that the luncheon at which Mr. Flower was to speak could be moulded into a sort of tribute to the memory of this great Rotarian. Who but a Rotarian could have penned the lines (which is an excerpt taken from the club's bulletin):

"The service and the loyalty I owe in doing it pays itself."

Macbeth I. iv. 22.

"What wouldst thou? Service. Whom wouldst thou serve? You."

King Lear, I. iv. 26.

A further search revealed the interesting

fact that throughout Shakespeare's plays there are references which are applicable to nearly every trade and profession under the sun. "Why not" said the members of the committee, "go a step further and give the announcements, roll call and conclusion of the lunch in the original language of the great bard? Let's have nothing but Shakespeare."

One can imagine the amount of labor entailed in reading through the many plays, but it was accomplished in about three days, and every member who attended was coached in his particular quotation.

It was quite a surprise to note the avidity with which staid business men took to Shakespeare and it was quickly ascertained that there are many who are keen students of this great master, some of whom were able to extemporaneously quote passages descriptive of their particular callings.

Aside from being amusing, instructive and entertaining, the guests declared that it was one of the most intellectual entertainments that they ever had the pleasure of attending.

Imagining that this intellectual effort might be of interest to other clubs, a portion of the programme is appended. The meeting was opened as follows:

PRESIDENT.—

"Speak to the business, Master Secretary; why are we met in Council?"

Hen. VIII, V. iii. 1.

SECRETARY.—

"We shall do nothing but eat and make good cheer."

2 Hen. IV, V. iii. 18.

PRESIDENT.—

"How now mine host? How now, bully-rook? Thou'rt a gentleman."

Merry Wives, II. 1. 199.

HOST.—

*"Although the cheer be poor, I will fill
your stomachs; please you eat of it."*
Titus Andronicus, V. iii. 29.

PRESIDENT. (Calling for roll call)

*"What know you not
Being mechanical, you ought not walk,
Upon a labouring day, without the sign of
your profession?
Speak, what trade art thou?"*

Julius Caesar, I. 1.

The following are some of the quotations made by members in giving name and business:

Office Furniture.

"He makes up the file of all the gentry."
Henry VIII, I. i. 75.

Trust Company.

*"If you please to trust us in your business
we are ready."*
Henry VIII, III. i. 173.

Soap Manufacturer.

*"I will through and through cleanse the
foul body of the infected world."*
As You Like It, II. vii. 60.

Retail Hardware.

*"Could I come near your beauty with my
nails?"*
2 Henry VI, I. iii. 144.

Wholesale Wines and Spirits.

"Wine, wine, wine, what service is here."
Coriolanus, IV. v. 1.

Mercantile Agency.

*"You were better have a bad epitaph than
their ill report while you live."*
Hamlet II. ii. 550.

Customs Broker.

"Pay that duty which you truly owe."
King. John, II. i. 247.

Boys Clothing.

"Run, boy, run, run and seek him out."
Two Gent. of Verona, III. i. 188.

Passenger Transportation.

"Would he not be a comfort to our travel?"
As You Like It, I. iii. 133.

Hotel.

*"And in my house you shall be friendly
lodged."*

Taming of the Shrew, IV. ii. 107.

The member making the motion for adjournment said:

*"We are time's subjects, and time bid's be-
gone."*

2 Henry IV, I. iii. 110.

The member seconding this motion, declared:

*"Hence! Get you home you idle creatures.
Get you home, is this a holiday?"*
Julius Caesar, I. i. 1.

The above is further evidence of the many sided phases of Rotary, not only can it be made to promote business, but it also may be made to serve as a vehicle for stimulating interest in that great wealth of literature of a bygone age which unfortunately is now so seldom read by the masses.

Shakespeare as a Salesman and Advertising Man

By H. E. Roesch

(Now that President Frank Higgins and his fellow members of the Victoria club have established beyond the shadow of a doubt William Shakespeare's status as a Rotarian, the following article seems most appropriate. It was read first before the Des Moines Admen's Club by the author, who is Des Moines manager for the Remington Typewriter Company, and made such an impression on two Des Moines Rotarians, E. T. Meredith and T. W. Lequattle, publisher and advertising manager respectively of "Successful Farming," that they published it in pamphlet form and gave it wide distribution.)

WHILE I do not claim that Shakespeare was a salesman, I do contend that he might have been had he so desired, and but for the fact that he was engaged in a nobler work and achieved greater fame as a poet.

The principal point that I wish to make is that the same psychological laws and prin-

ciples used by Antony in his oration over the body of Caesar will, if employed in the selling of goods, bring as great a measure of success, and as effectually win the day.

History does not tell us what Antony said in his oration, which turned the mob against Brutus and his followers. Hence the words of this speech, and its logical and

technical arrangement, were all Shakespeare's version or idea of what *should have been said* to accomplish this result. This remarkably clever argument which he puts into the mouth of Antony (and which, by the way, is one of the finest, if not *the* finest, oration in all literature), proves that he could have sold goods.

Upon these lines I shall make my comparison, and this shall be my excuse for taking such liberties with the work of the greatest poet of all time.

Shakespeare was a practical advertising man, for he combined the two necessary faculties of success in this line of endeavor in that he possessed, in addition to his knowledge of salesmanship, the ability to write *good English*, forceful and convincing; *copy* of "great drawing power," of classic *style*, and full of *human interest*. There is no doubt his "copy" is today the most widely read, the most familiarly known, and consequently his works the best advertised in all the literature of civilization.

In this lecture I shall not attempt to give you a dramatic reading of the scene. Owing to the limited opportunities of this occasion I can, at best, but impart to the lines a slight dramatic tinting or coloring, for the purpose of lending a little variety to what might otherwise be a rather monotonous reading of blank verse.

As I proceed with the text of the play, I shall interpolate between the lines, certain comments for the purpose of bringing out more clearly the comparison I wish to make. This will naturally break the dramatic continuity of the scene, and detract from its artistic rendering. The reading is therefore not to be considered from the view-point of dramatic criticism.

Argument of the Scene.

Caesar has been killed, and Brutus has just finished his address to the populace, setting forth his reasons for Caesar's removal. These reasons have been accepted, and the mob believes in him. Brutus was probably the most admired and most sincerely beloved man in all Rome at that time. Hence his simple statement was accepted with equally simple faith.

Here Shakespeare introduces one of the first elements in salesmanship—competition. He presents both sides of the question—first through Brutus and then through Antony.

Brutus having presented his side, and satisfied that he has won the day, closes his speech and rests his case. But his customer

(the Roman mob) was not well sold. Like many a weak salesman, overconfident, he yielded the platform to Antony too soon. Nevertheless the mob was with him and against any one who had aught to say derogatory to him.

Antony appears upon the scene, with the mob at least partially antagonistic to him, and suspicious lest he be against Brutus. His first step is to conciliate or pacify them, and get their minds in a receptive condition, for without this he can not make any headway. He must also avoid all appearance of "knocking" the other side. These are essentials in salesmanship; your customer must be open to conviction, and you should not "knock."

Antony:

"For Brutus' sake, I am beholding to you."
(Goes into the pulpit.)

Fourth Citizen:

"What does he say of Brutus?"

Third Citizen:

"He says, for Brutus' sake,
He finds himself beholding to us all."

Fourth Citizen:

"Twere best he speak no harm of Brutus here."

First Citizen:

"This Caesar was a tyrant."

Third Citizen:

"Nay, that's certain;
We are blest that Rome is rid of him."

Second Citizen:

"Peace! Let us hear what Antony can say."

Antony:

"You gentle Romans,—"

All:

"Peace, ho! Let us hear him."

At this point, the average boy or amateur usually "tears" this oration "to tatters" by strutting to the front of the stage, throwing out his chest, and in a tone twice too large for his body shouting: "Friends, Romans, Countrymen!"

Had Antony addressed the mob in this wise the history of Rome would not be what it is today. With a view to pacifying their inflamed minds he begins:

Antony:

"Friends, Romans, countrymen, lend me your ears;
I come to bury Caesar, not to praise him."
(Conciliation.)

"The evil that men do lives after them;
The good is oft interred with their bones;
So let it be with Caesar. The noble Brutus
Hath told you Caesar was ambitious;
If it were so, it was a grievous fault,
And grievously hath Caesar answer'd it."
Here, under leave of Brutus and the rest,—
For Brutus is an honorable man;
So are they all, all honorable men,—
Come I to speak in Caesar's funeral.
He was my friend, faithful and just to me";

(Whatever he may have been to you he was just to me, therefore I admired him.)

"But Brutus says he was ambitious;
And Brutus is an honorable man.
He hath brought many captives home to Rome,
Whose ransoms did the *general* coffers fill?"
"Did this in Caesar seem ambitious?
When that the poor have cried, Caesar hath wept;
Ambition should be made of sterner stuff;
Yet Brutus says he was ambitious;
And Brutus is an honorable man.
You all did see that on the Lupercal
I thrice presented him a kingly crown,
Which he did thrice refuse; was this ambition?"
"Yet Brutus says he was ambitious;
And, sure, he is an honorable man."
"I speak not to disprove what Brutus spoke,
But here I am to speak what I do know.
You did all love him once, not without cause;
What cause withdraws you then to mourn for him?"

O judgment! thou art fled to brutish beasts,
And men have lost their reason. Bear with me;
My heart is in the coffin there with Caesar,
And I must pause till it come back to me."

(Working upon their emotions.) He has now reached the first step in the Mental Law of Sale. He has gained the attention of the mob. He knows that they (like the clever buyer) can not be kept entirely quiet, and so he gives them an opportunity to talk, or to think aloud.

At this point the clever and capable actor usually buries his face in his hands, or holds his mantle up before it while he looks furtively around the edge of it to see how they seem to take his introduction. Observing what they murmur, he learns how he stands with them, and knows how to proceed.

First Citizen:

"Methinks there is much reason in his sayings."

Second Citizen:

"If thou consider rightly of the matter,
Caesar has had great wrong."

Third Citizen:

"Has he, masters? I fear there will be worse come in his place."

Fourth Citizen:

"Mark'd ye his words? He would not take the crown?"

Therefore 'tis certain he was not ambitious."

First Citizen:

"If it be found so, some will dear abide it."

Second Citizen:

"Poor soul! his eyes are red as fire with weeping." (Pity.)

Third Citizen:

"There's not a nobler man in Rome than Antony."

Fourth Citizen:

"Now mark him, he begins again to speak."

Antony:

"But yesterday the word of Caesar might
Have stood against the world; now lies he there,
And none so poor to do him reverence."

"O, masters," (Flattery) "if I were disposed to stir

Your hearts and minds to mutiny and rage,
I should do Brutus wrong and Cassius wrong,
Who, you all know, are honorable men";

(Catch the suggestion in the words "mutiny" and "rage.")

The emphasis of repetition.

From this point forward he says three times that these are honorable men. Note the change in inflection and the effect of each change. The first time he makes a plain statement of fact; the second time there is a faint suggestion of doubt as to their honesty; and the third time, with consummate skill he plays upon the word honorable with such fine sarcasm and irony, as to convey to the mob the thought and idea that these men are anything but honorable.

Antony: (con.)

"I will not do them wrong; I rather choose
To wrong the dead, to wrong myself and you,
Than I will wrong such honorable men."

When he says he would rather wrong the dead he knows that will excite their pity—when he prefers to wrong himself he arouses their admiration and when he tells them he chooses to wrong them, he stirs up their antagonism and resentment against the murderers of Caesar.

(He now arouses their curiosity.)

"But here's a parchment, with the seal of
Caesar;
I found it in his closet; 'tis his will;
Let but the commons hear this testament—
Which, pardon me, I do not mean to read—
And they would go and kiss dead Caesar's
wounds
And dip their napkins in his sacred blood,
Yea, beg a hair of him for memory,
And, dying, mention it within their wills,
Bequeathing it as a rich legacy
Unto their issue."

Fourth Citizen:

"We'll hear the will; read it, Mark Antony."

(Human nature wants that which is about to be taken away from it.) Observe how craftily he has arrived at the second step in the Mental Law of Sale—how completely he has awakened their interest. This was done by exciting their curiosity. Of course he intends to read the will, but he is going to compel them to demand it before he does so.

All:

"The will, the will! We will hear Caesar's will."

Antony:

"Have patience, gentle friends, I must not read it;

It is not meet you know how Caesar loved you.
You are not wood, you are not stones, but men;
And, being men, hearing the will of Caesar,
It will inflame you, it will make you mad";

(Just what he intends it to do.)

"Tis good you know not that you are his
heirs";

"For if you should, O what would come of it?"

Fourth Citizen:

"Read the will; we'll hear it, Antony;
You shall read us the will, Caesar's will."

Antony:

"Will you be patient? Will you stay awhile?
I fear I have o'ershot myself to tell you of it;
I fear I wrong the honorable men
Whose daggers have stabb'd Caesar; I do fear
it."

(The word "daggers" and "stabb'd" suggest murder. See how quickly they catch the suggestion.)

Fourth Citizen:

"They were traitors; honorable men!"

All:

"The will! The testament!"

Second Citizen:

"They were villains, murderers; the will!"

Antony:

"You will compel me then to read the will?
Then make a ring about the corpse of Caesar,
And let me show you him that made the will.
Shall I descend? and will you give me leave?"

All:

"Come down."

Second Citizen:

"Descend."

Third Citizen:

"You shall have leave."

Second Citizen:

"Room for Antony, most noble Antony."

Beginning to feel his power over his "prospect," Antony now intends to get closer. He removes the barrier of distance between the pulpit and the floor of the forum, that he may become more confidential. Observe the first note of authority, yet kindly spoken as he commands them to stand back.

Antony:

"Nay, press not so upon me; stand far off."

All:

"Stand back. Room!"

Antony:

"If you have tears, prepare to shed them now.
You all do know this mantle; I remember
The first time ever Caesar put it on;
'Twas on a summer's evening, in his tent,
That day he overcame the Nervii"; (Sentiment,
Love and Patriotism.)

From this point forward he appeals to their emotional natures; to their pity, for "Pity is akin to love," and he desires to fan into flame their slumbering love for Caesar.

Antony:

"Look, in this place ran Cassius' dagger
through;
See what a rent the envious Casca made;
Through this the well-beloved Brutus stabb'd;
And as he pluck'd his cursed steel away,
Mark how the blood of Caesar follow'd it,
As rushing out of door, to be resolved
If Brutus so unkindly knock'd, or no;
For Brutus, as you know, was Caesar's angel;
Judge, O you gods, how dearly Caesar loved him!
This was the most unkindest cut of all;
For when the noble Caesar saw him stab,
Ingratitude, more strong than traitors' arms,

Quite vanquish'd him; then burst his mighty
heart;

And, in his mantle muffling up his face,
Even at the base of Pompey's statue,
Which all the while ran blood, great Caesar fell.
O, what a fall was there, my countrymen!
Then I, and you, and all of us fell down
Whilst bloody treason flourish'd over us.
O, now you weep, and I perceive you feel
The dint of pity; these are gracious drops.
Kind souls, what weep you when you but behold
Our Caesar's vesture wounded? Look you here,
Here is himself, marr'd, as you see, with traitors."

(They have now accepted this word "traitor" and freely apply it to the conspirators.)

First Citizen:

"O piteous spectacle!"

Second Citizen:

"O noble Caesar!"

Third Citizen:

"O woeful day!"

First Citizen:

"O most bloody sight!"

Second Citizen:

"We will be revenged."

All:

"Revenge! About! Seek! Burn! Fire! Kill!

Slay!

Let not a traitor live!"

He has now attained the third step—desire. The mob desires to do that which he wished them to do. Right here many a salesman loses his order. He mistakes desire for will, tries, too soon, to close the deal, and frightens off the customer. The prospect has not yet been led up to the fourth step, and is consequently not ready to sign the order. He retires behind the skirts of indecision and procrastination, and the decision is postponed until some future time, with the usual result in such cases.

Antony, however, skilled salesman that he was, determined to complete this sale; to close it up so tightly as to prevent the possibility of his prospect being again influenced by the opposition, and so lost to him. He has saved his strongest argument and appeal for the last, so as to enable him to close the deal with absolute certainty. Note his trump card well on toward the close of his oration.

Antony:

"Stay, countrymen."

First Citizen:

"Peace there! hear the noble Antony."

Second Citizen:

"We'll hear him, we'll follow him, we'll die
with him."

Antony:

"Good friends, sweet friends, let me not stir
you up

To such a sudden flood of mutiny."

(Strengthening their desire.)

"They that have done this deed are honorable.
What private griefs they have, alas, I know not,

That made them do it; they are wise and honorable,
And will, no doubt, with reasons answer you."

Observe how pregnant with double meaning are his inflections upon certain words, and how unerringly they convey to the mob his opinion of the characters of the conspirators.

Antony: (con.)

"I come not, friends, to steal away your hearts;
I am no orator, as Brutus is;
But, as you know me all, a plain blunt man,
That love my friend; and that they know full well

That gave me public leave to speak of him;
For I have neither wit, nor words, nor worth,
Action, nor utterance, nor the power of speech
To stir men's blood; I only speak right on;
I tell you that which you yourselves do know;
Show you sweet Caesar's wounds, poor, poor
dumb mouths,
And bid them speak for me; but were I Brutus,
And Brutus, Antony, there were an Antony
Would ruffle up your spirits, and put a tongue
In every wound of Caesar that should move
The stones of Rome to rise and mutiny."

All:

"We'll mutiny."

First Citizen:

"We'll burn the house of Brutus."

Third Citizen:

"Away then! Come, seek the conspirators."

Antony:

"Yet hear me, countrymen; yet hear me speak."

All:

"Peace, ho! Hear Antony. Most noble Antony!"

Antony:

"Why, friends, you go to do you know not what;
Wherein hath Caesar thus deserved your love?
Alas, you know not; I must tell you then;
You have forgot the will I told you of."

He has intended all along, to read the will, but held off until they were hungry for it, and their minds in a state where the reading of it would be most effective in the accomplishment of his purpose. This was his trump card, and he saved it for the last.

Many a salesman, in his eagerness to present the merits of his wares, puts forth his best argument first, before his customer is ready for it. If this does not land the order at the start he can only follow up with weaker points, and simmer down to a lost sale. He tries to reach the fourth step without thoroughly covering the first three, and he usually fails.

Antony now makes his appeal to the cupidity and avarice of his hearers—a common weakness of human nature.

All:

"Most true, the will! let's stay and hear the will."

Antony:

"Here is the will, and under Caesar's seal.
To every Roman citizen he gives,
To every several man, seventy-five drachmas."

Second Citizen:

"Most noble Caesar! We'll revenge his death."

Third Citizen:

"O royal Caesar!"

Antony:

"Hear me with patience."

All:

"Peace, ho!"

Antony:

"Moreover, he hath left you all his walks,
His private arbors and new-planted orchards,
On this side Tiber; he hath left them you,
And to your heirs forever; common pleasures,
To walk abroad and recreate yourselves.
Here was a Caesar! when comes such another?"

First Citizen:

"Never, never. Come, away, away!
We'll burn his body in the holy place,
And with the brands fire the traitors' houses.
Take up the body."

Second Citizen:

"Go fetch fire."

Third Citizen:

"Pluck down benches."

Fourth Citizen:

"Pluck down forms, windows, anything."

(Exeunt citizens with the body.)

He has come to the fourth step. He has influenced their wills to do his bidding. He has made the sale.

These same tactics, used in the selling game, would have made him invincible as a salesman.

If you salesmen and ad men will plan your campaign along the lines upon which this oration was modeled, following it out to its conclusion as carefully, watching its development as alertly, massing your arguments in as logical an order of sequence, making each step stronger than its predecessor, sweeping aside all opposition and leaving it no ground upon which to gain a fresh foothold, keeping yourselves well in hand throughout the campaign, your selling energy or your advertising appropriation will be well expended, and your success assured.

INTERESTING NEWS FROM HOUSTON IN THIS ISSUE.

In order to give our readers early advices as to the success of the Houston convention, the officers chosen, etc., the mailing of this issue has been retarded while we reproduced clippings from the newspaper stories of the convention. These will be found on pages 73 to 95, and what may be lacking in them will be found in the August issue of this magazine, when we will publish the proceedings as nearly in full as may be possible.

The City Government of Houston

By Thomas C. White

Member of the Rotary Club of Houston

(All eyes have been turned towards Houston during the past month and several hundreds of Rotarians from the United States, Canada, England, Scotland and Ireland have had a glorious opportunity to study this hospitable and charming southern city. Houston has been an instructor and a good one. Among many lessons she has taught is that of systematic municipal government, which is outlined in the following article.)

HOUSTON has the commission form of municipal government, which administers the affairs of the city on a business basis without regard to political or private interests and is conducted in much the same manner as the affairs of any great corporation. This form of government is known as an "elective commission" and has been adopted by more than three hundred cities and towns in the United States. Houston was the second city in the United States to adopt this form of government.

When the great storm overwhelmed Galveston on September 8, 1900, a board of commissioners consisting of five business men of that city, was appointed by the governor of the state to take charge of the affairs of the city during the period of confusion which followed the disaster. The arrangement proved so successful that this method of government was permanently adopted by the city of Galveston, though with some modifications, including the election of the commissioners directly by the citizens.

After some four years trial in Galveston, the city of Houston on December 10, 1904, adopted the same plan by a popular vote. On March 18, 1905, the present charter, drawn by the members of the city council and leading citizens, was granted by the state legislature.

Under this charter, the administration of the affairs of the municipal government is delegated to a mayor and four aldermen or commissioners, as they are called. The mayor and commissioners are all elected for a term of office of two years each. The commissioners are elected by the people at large and not from precincts or wards; consequently they represent no particular faction or district but each individual commissioner is a representative of all the people and directly responsible to all the legally qualified voters.

The power of the mayor is almost absolute in the administration of affairs. He can employ or discharge any officer he chooses in any department of the municipal government, with the exception of the city comptroller and commissioners, who are elected for two years. At the same time, the commissioners may dismiss a negligent employee even over the mayor's protest.

The mayor and the four commissioners consti-

tute the city council. The administration of the city's affairs is delegated to them, and these four commissioners are: Tax and Land Commissioner, Fire Commissioner, Street and Bridge Commissioner, Water Commissioner.

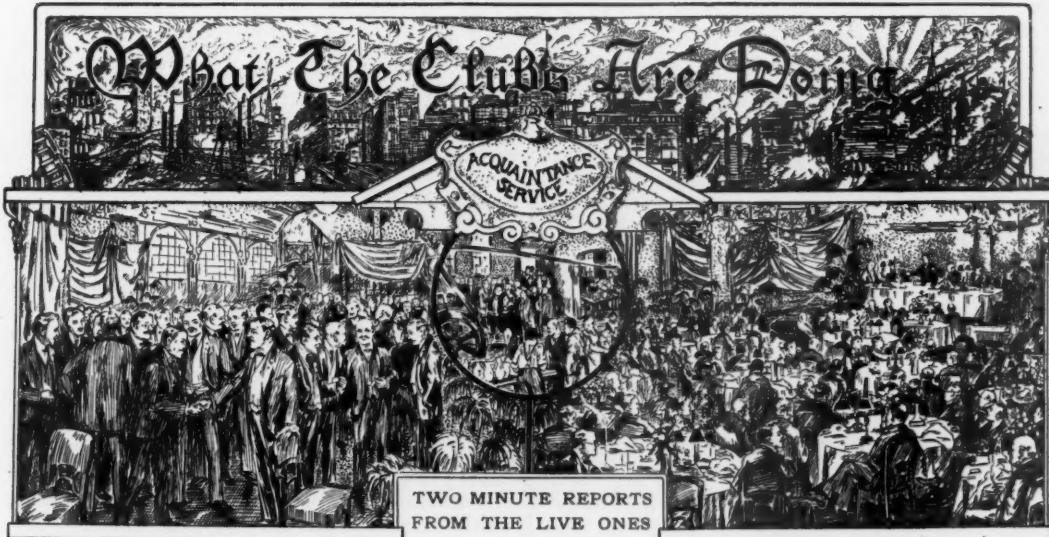
The school board is nominated by the mayor and the nomination then confirmed by the council. The school board is chosen without regard to polities, selects the superintendent of schools and all matters pertaining to the interest of the public schools thus come under the direction of the school board. The board is also required to furnish free school books to all the school children of Houston.

Under the city charter, no franchise can be granted for a period longer than thirty years unless approved by a majority of the legally qualified voters of the city at an election. If approved, the franchise may be granted in the form as submitted but can not in any case be granted for a period longer than fifty years. An initiative and referendum which applies not only to the granting of all franchises and to the instituting of public utilities, but to all ordinances as well, is incorporated in the charter. A public service commissioner is appointed to receive and investigate complaints made by any of the citizens against any public service or utility corporation.

At a special election held October 15, 1913, the charter was so amended as to make the recall, initiative and referendum apply to all the elective offices of the city, and the general powers of the commissioners were greatly increased.

There was also established a civil service commission, to be appointed by the mayor for a term of two years and which provides for the classification of all employes eligible to civil service, including the police and fire departments.

Under the commission form of government "The Houston Plan of Taxation" was adopted, which contemplates the exemption from taxation of cash, credits, mortgages, bonds, household furniture and other personal effects and the assessment of merchandise, machinery, buildings, and other improvements upon land at only twenty-five per cent of their value. The effect of this plan of taxation has been to enormously stimulate the erection of buildings and to bring new capital to the city of Houston.



(In order to get the convention news in this issue the letters from the American and Canadian clubs have been omitted.)

CLUBS OF THE BRITISH ISLES

DUBLIN (Ireland).



As I write (May 27th) we are overshadowed by the sudden, tragic and painful death of one of our best Rotarians, Fred J. Walker. He was a competitor in a Motor Cycle Race in the Isle of Man and just as he had finished the course well among the first bunch at a fearful speed through some inexplicable cause he ran past the winning mark up the road into a wooden barrier. He never recovered consciousness and today in the presence of every Dublin Rotarian that could possibly turn up we laid our poor brother to rest. Rotarian Walker was only 27 yet he had already made his mark in business circles here, and, as a Rotarian, his genial, courteous, sincere character won us all. If the task was his to do, Walker was the man to tackle it and see it through.

Dublin Rotary Club is beginning to make its influence a decidedly tangible one and one that should make for civic and commercial uplift. In July next there opens here a Civic and Town-Planning Exhibition. It will be on a big scale and to Rotarian Kenny belongs the honour of commercially managing it. Our insuppressible and ceaselessly-energetic Secretary McConnell is Secretary to it, Rotarian O'Connor is its Architect, and our President McKnight and our Treasurer Coade are on the Committee. People are beginning

to ask, "Is Rotary going to run this dear old village?" It certainly is.

Then since my last chronicle, there has been formed an Association of all the Rotary Clubs in Ireland and Great Britain. Although Ireland was first to take up Rotary in Europe, for some extraordinary reason which we Dubliners for the life of us cannot understand it has been decided to call this aggregation of Clubs the "British Association of Rotary Clubs." Thus is this little Island wiped off the map in one fell swoop. Well, we fought hard to get the title extended so as to include Ireland but we were beaten by 17 to 2, and as Rotarians, we abide by the result. We live to fight another day.

We Dubliners regret that it will not be possible for a single one of our members to attend at Houston, but our hearts will be there. If Frisco is the rendezvous for 1915—well, we'll see.

The poor ill-paid scribe who takes upon himself the responsibility for these notes wishes to heartily thank the International President for the honour of including his name as one of the five Associate Editors to prepare a programme for the Houston's Round Table. Fellow-Roundtableers, I wish you luck. May your efforts bear rich fruit for Rotary.

T. A. GRENAN, Assoc. Ed.

EDINBURGH (Scotland).



A big step was taken by the Edinburgh Club this month in inviting the whole of the Glasgow

Club to dinner on the 7th May. Some 40 members came over from Glasgow and the two Clubs dined at Ferguson & Forrester's, there being 125 present, the biggest Rotary Meeting yet held in Scotland. The dinner and the speeches afterwards were a great success. The enthusiasm was at a very high pitch, and when the Edinburgh Rotarians adjourned to Princes Street Station to see their friends off by the last train for Glasgow there were many hand shakes and vows of eternal friendship. As the train moved out of the station the crowd on the platform struck up the chorus "Will ye no' come back again."

On the 21st May the Club had the privilege of having at lunch Mr. H. N. Casson—one of America's greatest authorities on business efficiency—who gave us a short talk of a most inspiring nature, which was much appreciated.

THOS. STEPHENSON, *Sec'y.*

LONDON (England).



The regular monthly dinner and meeting was held at the headquarters of the Club—The Waldorf Hotel, Aldwych, on Tuesday, March 12th, at 7:30 p. m. It was hoped that Mr. H. N. Casson would be the guest of the evening and we were all looking forward to one of his interesting and instructive addresses, but circumstances arose which prevented him turning up, which naturally was a keen disappointment to the 40 gentlemen who had come to profit by his looked-for address, but nevertheless, one of the most interesting and instructive evenings spent by the Club was gone through.

Three new members were elected:

Mr. Hoskin Buston of the Sheldon School.

Mr. B. B. Foster, a Director of the Shredded Wheat Co.

Mr. C. J. Sabiston, Manager of the International Correspondence School, Kingsway.

Our president, Mr. Cooke, gave a short resume of the business done at the meeting of the delegates in connection with the formation of the British Association of Rotary Clubs, and we all look forward now to good work being done by this Association in the way of helping various clubs in many ways, and forming new Rotary clubs in cities and towns where none exist at the present moment.

The question of a delegate being appointed to attend the convention at Houston was very fully gone into, but it was decided that a man could not go from London, owing to the time when the convention was being held, being at the height of the London season when every man in the club would have his coat off hard at work, but it was understood that Mr. Findlater of Dublin was going as a delegate of the British Association, and it was resolved that a letter be written to him from the London Club for him to present to the convention from us.

Rotarian Broadbridge's scheme for recording the business given and received by each member and which was postponed from last month was gone into. Mr. Broadbridge propounded his scheme and had endeavoured to get a return from each mem-

ber of the club, but up to the moment of speaking he had only received returns from 29 members, which showed these 29 members had given in trade during the three years £9000, and had received £4000—but of course the actual amount of the whole membership would be considerably larger than this. It was proposed when the whole membership trade had been got in, to find out the member who had received the smallest amount of trade, and so on, up to the man who had received the largest amount of trade. It was then proposed to start boosting, starting from the man who had received the lowest amount, and a form similar to the enclosed is to be sent to each member of the club and each member is asked to recommend a man whom he specially recommends for boosting, where he cannot do trade—a report being carefully kept of the result, and it was felt that this was a decided step in the right direction. It was proposed that the first item of business at each monthly meeting, after the minutes had been read, should be to read all the estimates of trade returns of business given and received.

A discussion on the whole project took place, in which Rotarians Bolton (vice-president), Doland, Coggan, Dewey, Stockton, M. H. Smith and Davie took part.

The meeting was closed at a late hour, everyone going away with the satisfaction of knowing that a very profitable evening had been spent, thanks mainly to Rotarian Broadbridge.

CHAS. DAVIE, *Assoc. Ed.*

MANCHESTER (England).

We have been a sick lot at Manchester lately, satiated with strength, suffering from mental measles because our membership list had enlarged at too great a rate to allow of our all getting well acquainted. However, President Burgess, backed up by the committee-men, who are by no means duffers, kept a tight hand on affairs, with the result that now everybody is happy and the club is healthier than ever.

You have previously heard something from me of our team contest, Blues versus Whites. The latter won, after a good struggle, which prospered the Club in more ways than one. We have now successfully worked several fine ideas from your side the water.

The winning Whites thought right to the end victory would be snatched from them, though they were always sure that, if they did win, the beaten Blues would order up the best dinner and finest wines our hotel man Groenert could put on—and he put on his best before a select assembly of twenty-four, who loosened their wits and in speech after speech made the hotel rock with hilarity. Captain Harold Williams acted as toastmaster, and told us how the Blues had lost with honour, and Captain Fred Kerridge told us how the Whites won with luck. When architect Longworth presented President Burgess with a silver cup, we thought it time to adjourn to Manchester's chief music hall. A new Revue was to be staged, and our seats were chosen from whence could be obtained the finest view of some of the ladies who are nowadays imported at vast expense, and apparently with only part of their wardrobes, from the Continent. By the way, this enjoyable meeting was held on May 26th—and well on into the small hours of May 27th.

PETER THOMASON, *Assoc. Ed.*

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Co-operation Between Manufacturers

By Herbert G. Stockwell

HAMILTON W. MABIE has said: "Business is not a colossal activity conducted in a vacuum, but a form of human energy vitally related to character, and so sensitively a part of the life of society that the mere shifting of opinion, the slightest change of work, automatically affects values."

In a business meeting held recently a prominent manufacturer gave utterance to a remarkable thought when he declared that all manufacturers should consider themselves as belonging to one immense family. The mere separation of one industry from another by walls and legal title should be considered insignificant. Barriers thus set are more or less artificial when we think of the industry of the country as a whole.

Whether the materials consumed consist in whole or in part of wood, iron, wool, or cotton, every manufacturer has problems somewhat akin to others in that all are producing, besides the main product, more or less wasted materials in the form of chips or scraps, and there is more or less wasted labor expended everywhere.

Many of the problems confronting each manufacturer are exactly similar to those confronting all. The thought uttered by this manufacturer was expressive of conviction that more economical manufacturing would follow a study of the problems by all manufacturers, and an interchange among them of the discoveries made by each in his own plant.

Now, it seems to me that this idea is a good one, and if possible to be put into practical operation, it would result in much better and

happier operating conditions.

The principles of economical operations, discussed so freely now in magazines, as applied to manufacturing plants, are not limited in their usefulness to manufacturers. In whatever department of human activity one man employs other men to assist him in the performance of his duties, an opportunity for the demonstration of good, bad, or indifferent executive ability exists. Every member of a business association may be contributing some useful knowledge to the whole body, establish a relation between himself and the others stronger than any written constitution could well ordain. If they can successfully create, cultivate, and maintain an ever-increasing bond, based upon this mutual interdependence, they will have many things needed in the profitable conduct of their separate affairs.

I have attended many meetings of trade and manufacturing organizations where the interests of each member were similar in character to those of the others, and where each member was a natural competitor of all the others. In the past few years it has been surprising to notice how fast is disappearing the diffidence naturally attending the gathering together of rivals.

Many matters of business are discussed with open frankness which men, only a few years ago, could not have brought themselves to utter, yet there are a number of things connected with the management of an enterprise on economical lines which can be discussed among competitors to their common advantage. The Rotary club may be a stepping stone to a better general view point.

Extra! All About the Houston Convention.

ON THIS, and many pages following, we reproduce in full or in part, a few of the thousands of "stories" or articles relating to the Houston Convention which we have clipped from the newspapers of the past two or three weeks. The clippings will give a pretty fair idea of what a factor International Rotary is in the English speaking world. Some of these clippings may contain inaccuracies or misstatements such as do creep into newspaper reports but in the August issue of THE ROTARIAN the official proceedings of the Convention will be printed with as much attention to details as space will permit, therefore kindly consider these newspaper clippings as your first unofficial advance information concerning the Fifth Rotary Convention.

Portland Oregonian June 19th

PORTLANDERS PLANT ROSE

Rotarians en Route to Houston Are Entertained in Oakland.

OAKLAND, Cal., June 18—Oakland Northwest, who are traveling to the International convention in Houston, are entertained by the Rotary Clubs of the city, today.

Rotarians of Oakland took the delegates by automobile to the show places and the Portland Rotary Club planted a rose bush from the Rosarians at Hotel Oakland. N. G. Pike, of Portland, resided at the ceremony.

San Francisco, Stockton, Sacramento and Los Angeles, in addition to

DETROIT ROTARIANS TO GO TO TEXAS ON A "TANGO SPECIAL"

Detroit Rotarians will Thursday morning start their marathon tango from Toledo to Texas. The Detroiters have accepted an invitation extended by the Rotary Club of Toledo to accompany them on the convention in Houston the week of June 22. The train derives its name from the latest innovation of a "tango car," the popular craze. The car is one of the finest observation coaches in the country and will be placed at the disposal of the Rotarians for the entire trip of 1,000 miles.

A special dancing floor has been laid in the observation room which is 20 feet long and the full width of the car. Tango teas will be served by a Dance music will be furnished from the orchestra band which will act

old factory band which are all extra ordinary to the Rotarians. The bandmen, who are all in the Willys-Overland, trip in Toledo, are making

ROTARIANS LEAVE FOR HOUSTON CONVENTION

Vancouver Delegates Are Out After Big Assemblage for 1917.

The Vancouver contingent for the International Congress of Rotary Clubs, to be held in Houston, Texas, next week, leaves the city tonight for Seattle. There they join the Seattle, Victoria and Spokane delegations. The

Detroit Tribune June 14th

Vancouver World June 15th

Duluth Tribune
June 18th

MEAL TICKETS FOR SOUVENIRS OF CITY

Rotarians Will Use Them to Boost
Superior at National Ro-
tary Confab.

Superior rotarians plan to advertise Superior at the Rotary club convention in Houston, Texas, next week, by an entirely new method of publicity.

Meal tickets will be used as local souvenirs by C. D. Se Cheverall, who has been chosen delegate. The tickets will be in the form of a pocket piece, on one side of which will be printed, "Good for a Rotarian Dinner at Superior, Wis."

It is believed that this will be an effective advertising medium because it is useful heretofore literature describing Superior's advantages has been distributed at conventions and speedily destroyed before being read. There has been so much of such literature distributed that it is ineffective.

ROTARY CLUB HOSTS.

Entertain Visitors on Way to International Rotary Meeting.

The Memphis Rotary Club entertained several Rotarians and their wives at the Chisca Hotel yesterday at luncheon on their way to the International Rotary convention at Houston, Texas, set for next Monday.

President C. S. Blackburn and O. K. Houck delivered the addresses of welcome to the visitors.

Vice President J. J. Thornton, Jr., also welcomed the visitors and pictured in a Memphis, with its beautiful parks, in a very impressive way.

Several of the town visitors responded to a call from the president with appropriate talk. President D. C. Howard of the Buffalo club made an interesting talk and expressed thanks an interview given him by Mayor Crump and information given to the commission form of government that had been adopted by the Buffalo people and which was working most satisfactorily.

Dr. M. Russell, Judge Thomas H. Noonan, Secretary Godfrey Morgan and F. B. B. also made interesting talks. Howard, Mrs. E. M. Howard, Mrs. E. M. Howard, Mr. William L. Schaffer, Mr. and Mrs. John

Kansas City Journal
June 20th

ROTARIANS HAVE A REAL "TIME" HERE

Visitors, in City Fourteen Hours, Are Kept Busy Every Minute.

LOCAL MEN JOIN TOUR

Forty Kansas City Representatives to Attend the Houston Meeting.

Led by the "Greiner Special" with forty Kansas Cityans aboard, 400 members of the International Association of Rotary Clubs, who had spent fourteen busy hours in Kansas City, left the Grand avenue station at 11 o'clock last night enroute for Houston, Tex., where they will attend the annual convention of the association, provided they survive the lavish entertainment provided for them since they left home. "A perfect day and a splendid time," was the sentiment voiced by the delegates. To many of the 400 delegates, especially those from the East, this was the first visit to Kansas City.

The Tangoing Toledoans lived up to their name and literally tangoed out of Kansas City in their special tango car at the rear of the ten-car Toledo special. The Greiner special and the Toledo special left over the Rock Island. The Chicago special went over the Santa Fe.

These lively Toledo men didn't exactly tango into Kansas City, however. When they arrived at 9 o'clock in the morning they were asleep, for been a strenuous Thursday. But they were quite rushed off when

Memphis
Commercial-
Appeal
June 17th

Beaumont News
June 18th

ROTARIANS RAISE \$1000 AND SMILE

ENTHUSIASM OVER HOUSTON CONVENTION.

Two-third of Members Have Agreed to Attend Convention—Cornell for Vice President.

More than \$1000 was raised in less than ten minutes yesterday by the Beaumont Rotary club for the purpose of defraying the expenses of the club's participation in the national convention of Rotary clubs in Houston next week. P. A. Heisig as chairman of the committee appointed to raise the money was called on for a report and his report took the form of calling for contributions. He first asked for \$50 donations but this was out of reach and he called for \$25. A large number responded. Next he asked for \$25 and the number increased. The \$10 contributions were most popular, even more than the \$5 ones. The total thus subscribed will be added to later as Mr. Heisig asked for a list of members and he will personally solicit all who have not contributed. He stated in the outset that about \$2000 would be needed.

Houston Chronicle
June 21st

PHONY CANNON AND BAZOO BAND FROM SANTONE

A twentieth century cannon, mounted on rubber-tired Rotary wheels, was brought to Houston by the San Antonio delegation when it arrived in the city last evening. Inscribed on the frame of the cannon are the words made famous at the battle of San Jacinto: "Remember the Alamo." However, this cannon is not the least dangerous, for, like the proverbial dog, it barks but does not bite. It also requires a current of electricity to make it bark.

The cannon is an electric automobile horn with a large, flaring mouth, mounted on two wheels representing the Rotary emblem. As soon as the delegation reached the Rice Hotel the cannon was wheeled into position near an electric switch, with which it was connected, after which it barked out a salute. The Alamo City delegates are very proud of their cannon, however, and guard it jealously.

A bazoo band was another of the features which the San Antonio delegation brought to the convention. Surprise was marked on the face of the bystanders as the delegates filed into the lobby of the Rice Hotel and a dozen of them were trying bright instruments.

Wichita Beacon June 20th

AUTO RIDE AND BREAKFAST FOR VISITING ROTARIANS

Rotarians from the Middle States came into Wichita on three special trains this morning enroute to Houston, Tex., to attend the national convention of the Rotary Clubs. Like the booming of a thousand cannons was the welcome given the visitors as the trains came down the elevated tracks at the Union Station when several shots of dynamite were exploded by Frank Payne at First Street. There was no sleeping for a few of the heavy eyed Rotarians after that. Once they got a whiff of the invigorating ozone and a glimpse of the pink and gold sunrise, they forgot about any morning beauty naps.

Called Them Early.
Wichita central girls began calling

THREE TRAIN LOADS VISITORS HAVE ROYAL TIME.

MOVIE MAN TAKES FEW SNAPS

OVERLAND BAND CONCERT ON DOUGLAS AVENUE VIADUCT.

Ladies of Eastern Star Have Refreshing Feed in Scottdale

Los Angeles Herald
June 19th

ROTARIANS OFF TO WIN 1915 MEETING

Clubs from S. F. and San Diego
Join Angelenos in Parade

Here

Sixty Pacific Coast Rotarians came to Los Angeles today in a special section of the Lark. They are advancing on the annual international convention of the Rotary clubs of America at Houston, Texas, this week in an effort to bring the 1915 convention to San Francisco.

After remaining in Los Angeles a few hours the delegates, strengthened by representatives from the Los Angeles and San Diego Rotary clubs, left at 2 o'clock for Houston, where delegations from all parts of the continent meet this week in convention.

At the station today local Rotary club members and Chamber of Commerce representatives welcomed the northern men and took them in fourteen automobiles on a sightseeing trip.

A parade was formed which successively followed Fifth, Spring, Broadway, Seventh and Figueroa and then proceeded to the Wilshire district. Returning by way of Westlake park, the Rotarians stopped to help the Portland delegates plant a rosebush in the park, celebrating the Rose City.

The visitors, after their ride, gathered for a feast and a reception at the Alexandria. Prominent at the Alexandria reception was Mrs. H. J. Brunnier, the only woman on the trip. She is the wife of President Brunnier of the San Francisco club.

Muskogee Phoenix

June 23rd

WILSON GREETS ROTARY CLUB MEN IN SESSION

HOUSTON, Texas, June 22.—A telegram of greeting from President Wilson to the delegates to the fifth convention of Rotary clubs, now in session here, was one of the many features of the first session of today. Reports of international officers showed the association in good financial standing and that there now are 122 affiliated clubs of which the local club, with a membership of 350, is the largest. Rotarians and their wives and friends tonight enjoyed a sea food dinner at a nearby gulf coast resort.

San Antonio

Express

June 22nd

ROTARIANS ARE GIVEN A HEARTY WELCOME TO CITY

VISITORS FROM PACIFIC SLOPE
STOP HERE ON WAY TO HOUS-
TON CONVENTION.

OTHERS ARE COMING TODAY

Rotarians from the Pacific Slope were given a warm reception yesterday afternoon when the California special passed through San Antonio on its way to Houston.

Although the train remained here only ten minutes, the West Coast delegates were made to feel that they were among friends, whose only regret was that their visit was of such short

As soon
Sonst

Houston Chronicle June 21st

City Aglow With Soft Gold and Purple Lights of Rotary

A soft glow of azure blue, typifying the principle of truth embodied in Rotarianism, blended with golden rays, indicative of the reward that attends the adoption of such a principle, lighted the streets of Houston last night. In honor of the fifth annual convention of the International Association of Rotary Clubs, Main street and Texas avenue were lighted with the colors of Rotary. Many individual signs throughout the business portion of the city bore the same colors. Houston has put on gala attire to entertain the delegates to its culminating convention.

Nor do the decorations consist solely of lights, for practically every building in the down town district is adorned with the blue and gold banners of Rotary. For days has this decorating been in progress, and this morning sees it complete. The exteriors of many buildings are decorated jointly with the American, Texas and Rotary flags, while thousands of yards of blue and gold bunting has been used in various designs.

Especially are the business houses of members of the local Rotary Club decorated. Nearly all of these bear the Rotary emblem painted on the show windows or in some equally noticeable place. As a rule the decora-

tions on such buildings are more elaborate than on any of the others.

A Rotary wheel is the highest thing in Houston this morning. On the roof of the Rice Hotel, up above the roof garden, an emblem of Rotary last night cast its blue and gold rays over the entire city. Today it is still on the roof, ready to be lighted with nightfall. The second highest thing in Houston is Rotary emblem. On the roof of the Carter building, above the "Top o' Houston," stands another Rotary wheel. Thus the emblem of Rotary is both literally and figuratively above everything else in Houston for the week.

Many and varied are the designs in which the Rotary emblem is being featured in show window advertising. In several windows immense Rotary wheels, propelled by electric power, are revolving constantly. May of the merchandise displays in the windows are embellished by the use of Rotary banners and emblems. All the hotels of the city are attractively decorated.

The most elaborate decorations in the city are those in the City Auditorium, arranged by the local Rotary Club. From the center of the stage is suspended an immense Union Jack, while on each side are the Stars and Stripes. From in front of the boxes and loges are suspended the seals of all the Rotary clubs in the world, hanging between blue and gold bunting.

*Houston Chronicle
June 22nd*

Former President Meade Detained at Home; Mother Ill.

E. J. Burlette of Philadelphia conveyed to the Rotarians the regrets of former President Glenn C. Meade that he would not be able to attend the convention on account of the serious illness of his mother. He stated that tears were standing in Mr. Meade's eyes as the train departed from Philadelphia bearing the delegates to the convention.

Corpus Christi, Organized Saturday, Has Two Delegates Here.

As an evidence of the smoothness and celerity with which the Rotary movement works, the organization of the new Corpus Christi Rotary Club stands out pre-eminent. The club was formally organized Saturday afternoon, June 20. The International convention assembled in Houston Monday morning, June 22, and two delegates from the Corpus Christi club were on hand and presented their credentials.

Houston Post
June 22nd

SUCCESSFUL BUSINESS FOUNDED ON SERVICE

All Business Is Either Wist or Foolish, Says Dr. Cook at Christ Church.

Dr. Philip Cook, rector of St. Mark's church, San Antonio, and member of the Rotary club of that city, preached to the Rotarians at Christ church Sunday morning. His text was St. Luke, xi-49: Wist ye not that I must be about my Father's business?"

Business is a big word in America, said the rector. Few there be who have not come within the range of its magic spell and felt the fascination of that

"ROTARY IS RELIGION UNDER ANOTHER NAME"

Says Dr. J. R. Perkins of Sioux City, Iowa, Rotary Club at Central Christian Church.

"A Task in a Time of Change" was the theme of Dr. J. R. Perkins, pastor of the First Christian church, Sioux City, Ia., and chairman of section for clergymen in the International Rotary, at the Central Christian church Sunday morning.

It is a time of change, said Dr. Perkins. Old orders are breaking up; new social, political and religious directions are being taken; society is in a state of

institutions are shaking to their

CHRIST WAS ANSWER TO THE QUERY OF CAIN

Jesus' Message Was Social Service, Says Delegate H. W. Stanley at First Methodist Church.

At the First Methodist church H. W. Stanley of Wichita, Kan., delegate to the Rotarian convention, delivered a stirring message on the subject, "Am I My Brother's Keeper?" The text was from

THE LAW OF LOVE AS APPLIED TO BUSINESS

Fred Houser of Atlanta Discussed Rotarian Principles at the First Baptist Church.

Declaring that the two laws of love, "Love the Lord, thy God," and "Love thy neighbor as thy self," are the fundamental laws of religion, and that the two laws, in reality, constitute the Christian religion, Fred Houser of Atlanta, Ga.,

PASTOR PAYS TRIBUTE TO THE MEN WHO WORK

Dr. E. Combie Smith of Kansas City Preached to Rotarians at St. Paul's Church.

Dev. Dr. E. Combie Smith of the Rotary club of Kansas City delivered the sermon at St. Paul's Methodist church Sunday morning, using as his text:

And to every man his work—Mark xiii:34.

It is a great honor and privilege that has come to me this morning to preach to a gathering of Rotarians, men who work. Every morning your house door opens to let you out.

ROTARY PUTS EMPHASIS ON BUSINESS HONESTY

Demands Efficiency as Well as Security, Says F. P. Manley at Presbyterian Church.

Frank P. Manley, president of the Indianapolis Rotary club, addressed a large congregation at the First Presbyterian church Sunday morning on the principles of Rotarianism. He said in part:

It is a genuine pleasure and a great privilege to be the representative of the club of one of the cities selected to bear a message of religious and friendly fellowship to a portion of the hospitable

ADVOCATES OF SERVICE TAKE HOUSTON FOR WEEK

THE culminating event in the convention history of Houston opened Monday morning in the City Auditorium, when the city became the host to approximately 1200 members of the International Association of Rotary Clubs and their ladies. During the past six months Houston has entertained numerous conventions of magnitude. Attending each were representatives of a certain trade, occupation or profession. During this week Houston will be host to the most progressive and representative individuals of every trade, class or profession pursued by man.

Men of financial affluence and civic and commercial influence from over the entire continent have assembled in Houston for a week of unrestrained pleasure. But pleasure will not be the only consideration at the convention, for matters of weight and import will be discussed. The Rotary organization exerts a powerful influence over the commercial affairs of America, and is steadily growing. The results of this convention will be felt wherever there is a Rotary organization. It leads to co-operation among the business men and promotes harmony in civic and municipal affairs.

*Houston Chronicle June 22nd
Houston Post June 22nd*

SEMI-DEVOTIONAL MASS MEETING FOR THE ROTARIANS AT AUDITORIUM

Famous Overland Band Played and Was Followed by Large Chorus From Prairie View Normal.

The opening session of the annual convention of the International Rotary clubs was held in the municipal auditorium Sunday afternoon with about 2500 or 3000 persons present, including members of the Houston Rotary club, the visiting Rotarians and Houstonians who have a friendly interest in the Rotary organization. The meeting was of a semi-devotional character and was in charge of the ministers of the Rotary clubs, Dr. Sam R. Hay, clerical member of the Houston Rotary club, presiding. On the platform with Dr. Hay were Dr. J. L. Gross, pastor of the First Baptist church; Dr. Casper S. Wright, pastor of the First Methodist church.

the chorus from Prairie View normal, the well known Texas school for colored youth, was brought upon the stage and a song service was given. The chorus from Prairie View have visited Houston several times, and their popularity grows with each succeeding visit. The announcement that they are to sing is enough out a big audience to the auditorium. Dr. Hay presented Harry T. Warner, managing editor of the Houston Post, who addressed the audience briefly in introducing the chorus. Mr. Warner told the visiting Rotarians that there was probably no other city that could offer them such a treat as Houston was giving them in this concert by the young colored people of the normal.

Galveston News
June 22nd

ROTARIAN PRESIDENT GREETED AT HOUSTON

RUSSELL F. GREIN OF KANSAS
CITY RECEIVES A
WELCOME ON ARRIVAL.

NEARLY 500 ARE ON HAND

Business Sessions of International Convention Will Begin This Morning.
Visitors From Across the Sea.

Special to The News.

Houston, Tex., June 21.—Nearly five hundred delegates and visitors to the fifth annual convention of the International Association of Rotary Clubs from all parts of the United States and Canada, with a few from Europe, had registered at convention headquarters up to late tonight. As the delegates and visiting members have brought with them an average of one lady each, the convention so far has brought about one thousand strangers to Houston. Every incoming train is bringing in delegates and more visitors, and it is estimated that when the formal proceedings begin tomorrow morning there will be at least one thousand Rotarians here and as many visiting ladies.

The arrival of President Russell F. Greiner of Kansas City with the Kansas City delegation this morning was attended with much ceremony. When the train bearing the chieftain of the Rotarians passed the Main street viaduct he was honored with a salute of five guns by a squad of local artillerymen. At the station the Municipal Band played "Hail to the Chief," and cheers rang out from the throats of about two hundred local and visiting members. An automobile parade carried him to his hotel.

Opening Day Is Informal.

Informalities marked this the opening day of the convention. Quite a number of events were on the program for the guidance and entertainment of the delegates and their ladies, but the formal proceedings of the convention do not be-

gin until tomorrow morning. Chief among the Sunday features were the lay sermons at seven of the churches of the city, in which Rotarians delivered addresses, and the concert and addresses at the auditorium this afternoon. Tonight there was an informal "get acquainted—everybody" reception in the parlors and on the mezzanine floors of the Rice hotel. In the latter affair the Houston Rotary quartet and other local singers took a leading part, being urged to sing songs until they could sing no more.

Lay sermons were preached in the churches of the city this morning by the following: Central Christian Church, Rev. Jacob R. Perkins, Rotary Club, Sioux City, Iowa; St. Pauls Methodist Church, Rev. D. E. Combey Smith, Rotary Club, Kansas City; First Methodist Church, Harry W. Stanley, Rotary Club, Wichita, Kan.; First Presbyterian Church, Frank W. Manley, Rotary Club, Indianapolis; Christ Church (Episcopal), Rev. Phillip Cook, Rotary Club, San Antonio; Annunciation Church Rev. Father Walsh Rotary Club, Houston.

Concert at Auditorium.

The concert at the Municipal Auditorium was a very successful affair. The famous Overland Band of forty-one pieces, composed of workmen from the automobile factory, gave a concert of eight numbers, with numerous encores. After the concert there was a semi-devotional mass meeting under the direction of Rev. Sam R. Hay of Houston, assisted by all of the Rotarian pastors who were present. Then the students of the Prairie View Normal gave several selections, the majority of them being negro folk songs. Short addresses by prominent Rotarians closed the entertainment.

Tonight at the Brazos Court the officers and directors of the international association met and conferred at a dinner, the guests of the Houston Rotary Club. This dinner broke up at 9 o'clock to enable the diners to attend the informal reception on the mezzanine floor of the Rice.

The Rotarian vocalists of the city made things lively during the reception. Many popular songs were sung by the Houston Rotary Quartet, composed of Hu T. Huffmaster, Emmet Lennon, Geo. E. Doscher and Jos. F. Meyer Jr., and by the Rotarian soloists, John Wesley Graham, Thomas Collins White, Geo. E. Doscher, Sterling Adair and Sam T. Swinford, accompanist.

At the meeting of the directors and officers at the Brazos Court tonight President Greiner was authorized to appoint a committee on rules of procedure in the convention. He appointed the following on the committee: Charles H. Brown, Columbus; Edward B. Lord, Joliet; John Dolph, Washington; Thomas Stephenson, Edinburgh, and C. N. Butcher, Halifax.

Program for Today.

The program for Monday will be as follows:

9. A. M.—Convention called to order by President Greiner, with "Old Ironsides" gavel, Belfast gavel, Texas gavel and Buffalo Rotary gavel.

Address of Welcome—Hon. O. B. Colquitt, governor of the state of Texas.

Houston Post
June 23rd

ROTARY GATHERING WAS OPENED WITH REAL ENTHUSIASM

**Fort Worth Delegation De-
layed Business by Execut-
ing Snake Dance.**

GOV. COLQUITT HAD TO WAIT ON HAPPY VISITORS

**President Greiner Used Water Glass
to Call Body to Order and Then
Was Showered With Number of
Gavels.**

Amid true Rotarian enthusiasm, and following a gigantic delegation parade in the Auditorium, the fifth International Association of Rotary Clubs was opened by President Russell F. Greiner Monday morning at 9:30 o'clock at the City Auditorium with the parquet filled with Rotarians and a number of visitors in the galleries. About 1600 Rotarians and visitors were present.

The convention was scheduled to open at 9 o'clock, but at 9 o'clock the Fort Worth delegation, with purple and white parasols, and a band, began a snake dance around the aisles of the lower floor. They were followed by the Buffalo delegation, and the San Antonio delegates arriving on the scene, joined in with the lock step and soon practically every delegation in attendance was on the floor cheering and marching.

So much enthusiasm was evidenced that although Governor Colquitt, who was to address the convention, was waiting, the president was unable to call the body to order till 25 minutes had passed. Then with the Fort Worth Rotary band, dressed in white and gold, and directed by Carl Venth, playing "Dixie," the delegations made their way to their seats, the water-glass used as a gavel sounded a call for attention, and the body settled

to quietness.

Called For Order With Glass.

After invocation by Rev. Sam R. Hay, pastor of St. Paul Methodist church of Houston, President Greiner called attention to the fact that for the past two years the International Rotarian convention had been opened with inkstands.

"Two years ago, the convention was opened with an ink stand," said Mr. Greiner. "The following year the convention was again opened with an ink stand. Then the news passed around that the Rotary convention was not possessed of a gavel and this year we have a shower of gavels."

First to be presented was a gavel made from wood of the figurehead of the historic "Old Ironsides." The gavel came from President Brunier of the San Francisco Rotary club. President Greiner of the International Rotary association read the presentation address, in which the donor referred to the famous ship from which the gavel was made. The address was written by Charles A. Woodward, the oldest living Rotarian, who rehearsed the history of the wood, and declared that the principles of service and liberty for which "Old Ironsides" stood were the principles of true Rotarianism.

A gavel, made of Irish bogwood, was presented by the Rotary club of Belfast, Ireland.

The third gavel, made somewhat in the shape of a rotary wheel, was by David E. H. Buffet.

Houston Post
June 22nd

ROTARIANS FROM MANY CITIES FILL HOUSTON HOTELS

Fifth Annual Con- vention

Rotarians from all parts of the United States and several from foreign countries took possession of the city of Houston Sunday, the opening day of the fifth annual convention of the International Association of Rotary Clubs. They arrived on special trains from all different directions, and immediately upon leaving their trains were escorted to the headquarters in the Rice hotel, where delegates and visitors registered. The credentials committee and the registration information bureau

cont'd

Houston Chronicle June 23rd

How Rotarians Spent Tuesday

BUSINESS and pleasure, well mixed, with a unique dinner of rice products in between, kept the army of visiting Rotarians on the alert Tuesday. There was something "doing" every minute of the day. In fact, there was not quite enough time for the many meetings, sessions and functions that had been scheduled.

No sooner had the Rotarians break-fasted than they swooped down upon the Majestic, where a sub-postoffice station attends their needs. Then followed hours of business for the men and hours of diversion for the ladies.

Members of the round tables engaged in a lively discussion of pertinent topics of general interest. Hundreds who were not members of this inner circle attended the session and took copious notes.

At the Young Men's Christian Association the associate editors conducted a round table of their own, Chesler R. Perry presiding.

Dr. H. A. Black conducted the meeting of the membership committee at the Rice.

Additional round table business was transacted in the banquet hall of the Bender, when the entertainment and

program committees met, George S. DeRouville presiding.

Following closely upon the heels of luncheon the Rotarians buckled down to more routine business so that they might have free rein during the evening.

The visiting ladies started the day by touring to Rice Institute and return on trolleys. They were shown about the grounds of the institute and marveled at the institution.

At noon the Beaumont Rotary Club complimented the delegates at a rice dinner at the Auditorium. Besides rice, there were many other products of the Beaumont section upon the tables.

The San Jacinto battleground and the Ship Channel were seen during the afternoon. A small fleet of pleasure boats met the delegates at Harrisburg and made the trip to the historic field and return without delay or accident.

The Houston Symphony Orchestra tendered a most enjoyable concert at the Majestic, complimenting the visiting ladies.

Late in the afternoon the delegates began making ready for the reception and ball at the Auditorium in honor of President Emeritus Paul P. Harris, Past President Glen C. Mead, President Greiner and division officers.

Fort Worth Register June 23rd

Fort Worth Rotarians Capture International Convention at Houston

Parade Streets With Band and Make Dramatic Entrance Into Hall; Speakers and Guests Wait for Noise to Subside.

BY FRANK S. TILLMAN,
(Staff Correspondent.)
HOUSTON, June 22.—The
Fort Worth Rotary delegation
put the Panther city on the map

of the International Rotary world on Monday when they took the opening day of the fifth annual meeting of the International Association of Rotary Clubs by storm.

The big delegation from the northern section of the state was showered with congratulations upon their splendid showing, not only from Rotarians from all parts of the United States, but from several foreign countries as well, and so great was the demonstration that followed their entrance into the convention hall at 9 o'clock Monday morning that Governor Colquitt and the party of international officers were kept waiting for twenty-five minutes until order was restored in the audi-

Waco News
June 23rd

ROTARIANS ENJOY SEA FOOD DINNER AT SYLVAN BEACH

NATIONAL CONVENTIONISTS AT
HOUSTON GO FOR MOONLIGHT
RIDE AND FEAST.

COLQUITT MAKES AN ADDRESS

Governor Welcomes to Texas and
Mayor Campbell to City—Every
State Represented.

Houston, Tex., June 22.—Tonight Rotarians and their friends are enjoying a moonlight sea food dinner and dance at Sylvan Beach, a Gulf coast resort near Houston, after an auspicious opening of business sessions today. The day's program included a monster parade, addresses of welcome by Governor O. B. Colquitt of Texas and Mayor Ben Campbell of Houston, and the reading of a telegram of greeting from President Woodrow Wilson.

An interesting feature of the day was the luncheon tendered fifty delegates of the thirty-five new Rotarian clubs, which enabled them to get acquainted with Rotarian affairs and receive advice of older Rotarians.

Reports of international officers today showed the association to be in good financial condition and that there are now 122 affiliated Rotary clubs, the largest of which is the Houston club, with 350 members.

With thousands present the fifth annual international convention of Rotarians opened formally in the city auditorium at 9 o'clock this morning. Every state in the union and many foreign countries were represented. President Russell A. Greiner of Kansas City rapped for order with a combination of gavels known as "Old Ironsides," "Belfast," "Texas" and "Buffalo." Seated with him on the stage were many celebrities, including Gov. O. B. Colquitt, Mayor Campbell, the heads of local commercial organizations and delegates of national and

international importance. International officers answering the roll call included:

President Russell F. Greiner, Kansas City; Vice-president Burton E. Pfeiffer, Buffalo; Vice-president John E. Shelby, Birmingham, Ala.; Vice-president Mack Olsen, Des Moines, Iowa; Vice-president W. A. Peace, Toronto; Vice-president J. F. C. Menlove, Winnipeg; Treasurer R. F. Chapman, Chicago; Secretary Chesley R. Perry, Chicago; Sergeant-at-arms J. H. Conlon, Pittsburgh; Director Herbert J. Hayes, San Antonio; Director Eugene G. McCann, New York; Director Frank L. Mulholland, Toledo; Director Thomas H. Noonan, Buffalo; Colonel Stephenson, representing the British clubs.

The welcome on behalf of the state was extended by Governor Colquitt, who was followed by Mayor Campbell, President H. C. Schumacher of the chamber of commerce, Robert H. Cornell of the local Rotarians, and Col. B. B. Paddock of Fort Worth. International Vice-president John E. Shelby of Birmingham responded for the visitors.

Annual addresses by officers came next and these were referred along with many resolutions offered to various committees which were appointed.

At the afternoon session additional reports and resolutions were to be presented, after which was to come the boarding of special cars for Sylvan Beach, where a "shore dinner" and various other attractions have been staged. The entertainment program is the most elaborate in the organization's history and forms no small feature of the annual gathering. Many bands and quartettes are enlivening the deliberations. Delegations present are not only strong, but many of them are unique, demonstrating the fact that neither time nor expense has been spared in furtherance of the spectacular as well as the essential.

Houston Chronicle
June 24th

Portlanders Will Plant Rosebush in Front of City Hall.

Desiring to leave a permanent memorial in Houston when they leave for home after the convention, the Rotarian delegation from Portland, Ore., will, at 2:30 Thursday afternoon, plant a Portland rosebush on the lawn in front of the City Hall. Appropriate ceremonies will mark the presentation to the city.

The Oregonians are still sending up balloons nightly. Earl Parsons of 425 Courtland street, Houston Heights, found that one containing an order

Houston Post
June 24th

WOULD NOT ALLOW ROTARY PRESIDENT SUCCEED HIMSELF

Round Table Sessions Occu-
pied Delegates' Time
Tuesday.

ACTIVE MEMBERSHIP TO EACH NEWSPAPER

Favored by Presidents of Various
Clubs—Expulsion of Members for
Nonattendance Was Discussed
Freely by Membership Committee

The morning of the second day's business session of the International Association of Rotary clubs was taken up with the discussion of vital problems at the four round table sessions. However, inasmuch as the action taken at the different round tables could be nothing more than suggestive, but little real business was transacted.

Probably the most interesting round table meeting of the morning was that of the presidents of the various Rotary clubs. The carrying out of the business was facilitated by the use of a printed program on which was set down the topics for discussion.

Among the interesting discussions was one as to the advisability of a president succeeding himself to office. President Russell F. Greiner, president of the International Associated Rotary clubs, was opposed to a president succeeding himself, pointing out that it was but right that the other members of the clubs should have an opportunity to head their respective clubs.

Should Want to Be President.

"I wouldn't belong to a club in which the members did not have an ambition to be its president some day," declared Mr. Greiner, and his declaration was heartily applauded. "It is an evidence of a live club when the members desire to

hold its offices," continued Mr. Greiner, "and if a man is allowed to succeed himself to office it would take 30 or 40 years for all the members to have a chance." Mr. Greiner said that one of the aims of Rotary is to develop men on the floor, and that the best way to do it is to elect them to offices.

By practically a unanimous vote, the gathered presidents expressed themselves as being opposed to a president succeeding himself.

The matter of publicity also came in for considerable discussion and the consensus of opinion was that in cities where there are a number of large newspapers, each paper should be allowed an active, or at least, associate membership, the general opinion being in favor of an active membership, as it was brought out that it is through the newspapers that the clubs could hope for publicity in increasing membership and in carrying out plans for the public good.

Emblem as Trade Mark.

The matter of placing a Rotary emblem on the desk of each Rotarian was discussed at length and by a vote was held over for discussion before the general body. Considerable opposition was expressed against allowing the emblem as a trade mark, and it was thought best to get the opinion of the whole convention on the matter.

The liquor question came up for an interesting discussion, the consensus of opinion, as expressed by the speakers, was that the body was opposed to the use of liquor at Rotarian banquets and at all Rotarian gatherings. Among those who spoke on the question were President Russell F. Greiner of the international association and Frank Mulholland of Toledo.

President Greiner was particularly positive in his stand in regard to the use of liquor at Rotarian affairs and was supported by Mr. Mulholland.

The membership committee round table meeting, in the banquet hall of the Rice, was well attended, the chief discussion of the morning centering around the question as to what status a Rotarian should have who changed his occupation. According to the general ruling of Rotarian clubs, if a member changes his occupation he loses his membership. This also holds good in regard to a change of residence.

The matter was illustrated as follows: If the president of the international body, Russell F. Greiner, were to change his occupation or residence, he would lose his association with the Rotarians and the Rotarians would lose his services. The plan advanced Tuesday morning was to have headquarters in each city where a Rotarian changing occupation or residence could apply and be granted an associate membership on the strength of having been a Rotarian. In this way the members could continue to be of assistance to Rotary, and would still be benefited by the association.

Expulsion of Members.

The membership committee's session ed at noon after a discussion of the proposed constitution and by-laws to be in each Rotary club. Section 10 of Article 3 of the constitution, providing for the expulsion of a member for failing to attend regular meetings for four

San Antonio Express
June 24th

LIQUOR SHOULD NOT BE SERVED, ROTARIANS AGREE

INTERNATIONAL ASSOCIATION IS
EXPECTED TO TAKE RADICAL
STEPS IN REDISTRICTING.

BALL GIVEN TO PRESIDENT

HOUSTON, Tex., June 23.—The International Rotary Association is tomorrow expected to take radical steps looking to redistricting the States in which are clubs of the organization and at the same time to increase the number of international vice presidents in the United States from five to twelve and the Canadian vice presidents to three. As far as redistricting is concerned, the most radical changes will be in the New England and Middle Atlantic States.

The liquor question came up for discussion in today's session and the consensus of opinion was that liquor should not be served at Rotarian affairs, advocates of this policy including President Russell F. Greiner and Frank Mulholland of Toledo.

Tonight the delegates and their friends are enjoying a formal ball and reception in honor of President Greiner at the Municipal Auditorium.

Probably the most interesting round-table meeting of the morning was that of the presidents of the various Rotary clubs.

Continued on Page Four

The carrying out of the business was facilitated by the use of a printed program on which was set down the topics for discussion.

Among the interesting discussions was one as to the advisability of a president succeeding himself to office.

By practically a unanimous vote the gathered presidents expressed themselves as being opposed to a president succeeding himself.

PUBLICITY DISCUSSED.

The matter of publicity also came in for considerable discussion and the consensus of opinion was that in cities where there are a large number of newspapers, each paper should be allowed an active, or at least, associate membership, the general opinion being in favor of an active membership, was brought out that it is through

Houston Chronicle
June 24th

ROTARIANISM AND TEMPERANCE.

On Tuesday the presidents' round table of the international Rotarian convention went on record as opposed to the use of intoxicating liquors at official functions.

The discussion was informal and the vote was informal, but the expression of opinion comes as an emphatic suggestion of how strongly popular sentiment is swinging to the side of temperance.

The Rotarian convention may justly be taken as representative of the general attitude prevailing toward moral and social questions of moment, and the presidents' round table is most certainly representative of the Rotarian convention.

What a remarkable change has taken place with reference to the use and abuse of intoxicating liquors during the last century!

A hundred years ago it would have been impossible to conduct a convention similar to that now in session in this city without the serving of much wine and spirituous beverages.

As late as 1810 the bells of all the great American cities were rung at noon as a signal that it was time to "licker."

In the early thirties it was not unusual for a clergyman to pause in the midst of his two-hour doctrinal discourse to take a pull from the flask which he invariably carried in the back pocket of his long coat.

Church records, lodge records and society records of those good old Jeffersonian days are all cluttered up with notations as to the purchase of "stout," rum and molasses for convivial or charitable purposes.

During the first fifty years of this nation's life drunkenness was a common thing in connection with public life. The death of Luther Martin, possibly the most brilliant lawyer of his day and generation, from overindulgence in liquor caused little or no surprise.

It was not until the passing of the Jacksonian period that prohibition began to make itself felt. John B. Gough, a brilliant lecturer from Ireland, was the first man to stir the country. His good work was supplemented by the less spectacular but not less successful efforts of General Neal Dow.

In 1844 Maine enacted a prohibition statute. From that time on the sentiment has been steadily crystallizing. This sentiment is much stronger now than is the prohibition movement, which, after all, is but the outgrowth of it.

Today even the moderate drinker is looked upon by business men and employers as unsafe and incapable to a certain extent.

Waco News
June 24th

MEET ROTARIANS AT TEMPLE AND BRING THEM SAFELY HERE

LOCAL CLUB PLANS RECEPTION
FOR "CIRCLE TOUR" OUT-OF-
STATE VISITORS.

TO MAKE THEM WELCOME

Auto Rides, Box Lunches, and Music
Will Feature Effort to Entertain
National Rotarians.

At a meeting of the Rotarians last night it was decided to extend an invitation to the Ad. club and the Y. M. C. A. to assist the reception committee and to get as many as possible to go to Temple to meet the national Rotarians Sunday, when the out-of-state Rotarians will visit Waco. A few of the committees were not able to report at last night's meeting. It has not been decided who the speaker will be for the afternoon.

Quite a unique and interesting day has been planned for the pleasure of the Rotarians. A good many of the members of the clubs and their wives will go to Temple to meet the Rotarians. The delegates will be "tagged" at Temple, so there will be no mistake as to the guests. They will be met at the trains in automobiles and carried for a ride over the city. The route has not been definitely planned, but it will take them over the principal part of Waco. One of the features of the parade will be the Overland band that is accompanying the Rotarians.

There will be two large banners with the words, "Welcome, Rotarians," placed in the street before the Katy depot, and another before the entrance to Cameron park. Immediately after the ride over the city they all will go to Cameron park for a band concert,

and it is the plan at the present time to serve the box lunches at the park. R. S. Lazenby has agreed to furnish the visitors with all the cold Dr. Pepper they can drink. Ice cream will also be served. The Overland band will also furnish concert music later in the night. The Rotarians are scheduled to arrive at 5:30, leaving about 10:30.

It is the request of B. C. Nettles, president of the local club, that all citizens, whether Rotarians or not, that will furnish a car for transporting the visitors, phone him as soon as possible.

Special arrangements have been made to handle the crowds to the park by the street car company. The citizens of Waco are cordially invited to attend the program at the park. Attractive ribbons have been secured that will have "Reception" and "Guest" written upon it. The speakers to welcome the visitors had not been selected at last night's meeting.

The social feature of the evening was cold Dr. Pepper and home-made chicken sandwiches. If the plan of the local Rotarians is carried, the visitors will see what Waco spirit and Waco hospitality is.

Houston Chronicle
June 22nd

Toledo Booster Sidesteps to Pay Houston a Compliment.

Thomas A. De Vilbiss of Toledo, Ohio, is one of the live wires attending the convention, and in spite of the fact that he is from Toledo he can see some good qualities about Houston. "Houston and the 'all for one and one for all' Rotary spirit are great to behold," said Mr. De Vilbiss at the Rice Hotel last night. "On every hand one comes in contact with a rare enthusiasm that surely accounts for all one sees, and I offer to your fair and thriving city of the South my heartiest congratulations on what you've done, what you are, and what you expect to do.

"As you know, I come from a city of the Northland that is also far-famed for its co-operative and aggressive spirit and its substantial general industrial growth. It is natural that I should feel quite at home, because you of Houston and we of Toledo are in line together, working much in the same way to much the same end.

"Toledo, with her matchless transportation facilities, consisting of the best dockage along the Great Lakes, 23 railroads radiating to all parts of the country and a belt line that encir-

Houston Chronicle June 24th

How Rotarians Spent Wednesday



MORNING SESSION in Houston, a box luncheon between Houston and Galveston, an afternoon session in Galveston and an evening of fun in the Oleander City filled the program of the delegates to the fifth annual convention of the International Association of Rotary Clubs on Wednesday.

A general session, where a number of reports were read, was held in the Majestic Theatre, beginning at 9 o'clock in the morning. The reading of the reports was followed by a speech by John H. Atwood of Kansas City, a prominent lawyer of that place.

At 12:45 o'clock the delegates boarded two special trains over the Santa Fe from the Union Station and went to Galveston.

Aboard the trains box lunches were served to all the delegates and visitors.

Upon arrival at Galveston at 2 o'clock the Rotarians were met by a delegation from the Galveston club. They were escorted to the Galvez Hotel, where a business session was held.

Nominations were made for all international officers, and several cities were placed in nomination as the 1915 convention city. Election on the nominations will be held in Houston Thursday.

Following the business meeting the delegates were invited to a dip in the surf. During the meeting the ladies of the party were taken for rides in automobiles.

When the delegates finished their dip they were tendered a fish dinner on the lawn of the Galvez Hotel.

Following the dinner the ball room was thrown open and dancing indulged.

*Houston Chronicle
June 22nd*

Buffalo Delegation Given Post of Honor in Morning Parade.

The Buffalo delegation, as host to the convention last year, was accorded the honor of being the first to march from its headquarters at the Rice Hotel to the City Auditorium Monday morning. The parade was led by a member bearing a large banner in red, white and blue, on which was painted a large buffalo. The delegates were uniformly dressed, and presented a neat appearance.

For numbers, uniformity and novelty, however, the Fort Worth delegation, the next to march to the meet-

ing place, was a winner. In the delegation were 126 members, led by a band of 25 pieces and a cage containing two immense panthers. The drum major of the band, George Washington Montgomery, height 7 feet 4 inches, headed the procession and attracted much attention. After marching into the Auditorium, the delegation paraded around the aisles, singing several songs.

Several other delegations marched to the Auditorium, the entire crowd having arrived by 9 o'clock. For a few minutes there was a general exchange of yells and songs, during which time the officers and special guests were preparing to enter the building.

Houston Chronicle
June 24th

BALL AT AUDITORIUM BRILLIANT SOCIAL EVENT

Hundreds of beautifully gowned women, a spacious dancing floor in the City Auditorium, tons of moss, yards of blue and gold bunting, myriads of lights, featuring blue and gold, and a host of men—such was the scene at the City Auditorium last night when the Houston Rotary Club entertained with a ball in honor of the international Rotary officers. A combined band of 50 pieces, seated on the rostrum and partly hidden from view by a bank of ferns, furnished the music to which the gay couples danced until midnight. The bands were under the direction of Charles Lewis.

The affair was officially programmed as a reception and ball in

honor of President Russell F. Greiner, Paul P. Harris, president emeritus, and Past President Glenn C. Meade and the other international officers. An announcement was posted yesterday morning to the effect that it would be informal, although a majority of the dancers appeared in evening dress.

At 9:45 President Greiner and his party appeared on the scene and marched to their box, after which a line of march was formed. President and Mrs. Greiner led the grand march followed by President and Mrs. R. H. Cornell of the local club and Treasurer and Mrs. Chapin. Following was a line of dancers extending three times across the Auditorium. When all had received their programs the band changed the march to a waltz and the ball was on.

California Rotarians Will Show Movie Pictures at Majestic.

Many unique and distinctive features are the exclusive property of the Los Angeles Rotary Club, according to the claims of the delegates from that city.

The Universal Film Company, one of the largest film manufacturing concerns in the world, are members of the Los Angeles club. Moving pictures were taken of the last meeting of the Rotary Club of that city and these will be shown Friday night at the Majestic Theatre, as that will be California night.

Good Samaritans is a title that the delegates from Los Angeles lay claim to. No other club has a class of this sort. Flowers and consolation are carried to the unfortunate members of the club through this class, while the more fortunate ones receive felicitations.

Before Houston took the ascendancy, Los Angeles had the biggest Rotary Club in the world. The present membership is more than 300.

Shreveport Club Organized Friday 13 With 13 Members.

Superstition has been given a knock-out blow by the Shreveport (La.) Rotary Club. Uttering a defi to those who uphold a false mysteriousness, the Shreveport club was organized on Friday, the 13th of March. The charter members numbered 12 business men, while that number attended the first luncheon on the 13th.

Luncheons are now served every Friday from 12:13 to 1:13 o'clock. When the affair falls on the 13th of the month, an unprecedented attendance is in evidence, and more work is accomplished than at any other meeting.

"Civic improvement is emphasized by the Shreveport Rotary Club," said H. B. Mabson, proprietor of the Youree Hotel of that city, and Rotary delegate.

"The rate decision of the interstate commerce commission on the Shreveport case was a great boost for our city. The commission was absolutely

Houston Post
June 25th

ROTARIANS OPPOSE WARS IN SETTLING NATIONAL AFFAIRS

Resolution Looking to International Peace Unanimously Adopted.

DEFEATED INCREASE OF VICE PRESIDENTS

Delegates Held Business Sessions in Morning and Then Went to Galveston, Where Officers Were Nominated in Afternoon.

Delegates and visitors to the fifth annual convention of the International Association of Rotary Clubs spent a busy day Wednesday. In the morning several business sessions were held and the afternoon and evening were spent in Galveston where the time was about evenly divided between business and pleasure. A warm welcome awaited the visiting Rotarians at the Island City upon their arrival a little after 2 o'clock in the afternoon.

The business session was held at the Hotel Galvez, when nominations were made for the officers for the ensuing year, and the various cities who seek the next convention formally issued the invitations in appropriate speeches by the delegates. The officers will be selected by ballot in Houston Thursday morning.

War Is Opposed.

That the Rotary clubs of the world stand for international peace and that war is an un-Rotarian method of adjusting differences was the substance of a resolution passed unanimously by the convention at the Majestic theater Wednesday morning.

The resolution, which was presented by Bruce A. Carey of Hamilton, Ontario, was as follows:

Whereas, it seems most fitting that the tremendous influence of the Inter-

national Association of Rotary Clubs, of the affiliating clubs and of individual Rotarians in general should be turned to the support of some worthy movement of probably immense value to mankind in general; and,

Whereas, war is universally recognized as a bloody weapon handed down from a dark past, a barbarous, irreligious and un-Rotarian method of adjusting differences between nations; now, therefore, be it

Resolved, by the fifth annual convention of the International Association of Rotary Clubs, That the incoming administration of this association be requested to give consideration to the desirability of both arbitration between nations and the judicial settlements of international disputes and to the desirability and possibility of a third international peace conference to the end that some recommendation shall be made by the incoming board of directors to the sixth annual convention of this association of a plan of procedure by which this association may lend its influence to the maintenance of peace among the nations of the world without recourse to war for the settlement of international disputes.

Increase in Vice Presidents Defeated.

The proposed resolution providing for the redistribution of territory in America, making provision for 12 vice presidents in the United States and three in Canada, was lost after a heated argument.

The stand was taken by President Russell F. Greiner of the international body that the organization would be made top-heavy by the new arrangement, and that the added number of officers would add to the mass of detail coming under the administration, and would do no good. Mr. Greiner declared that there would be, in some of the proposed districts, not more than two or three clubs.

"It looks like a reflection on the past administration to say that seven new vice presidents are needed," said Mr. Greiner. Cries of "no, no," greeted his declaration, and then he said that he had made the statement in a joking way, but that he couldn't understand why 12 vice presidents were needed in the United States. He was supported in his contention by Robbie Robinson of the California delegation and a number of other speakers.

Canada Districts Not Changed.

Following the discussion of the proposed addition to the number of American vice presidents and the redistribution of territory, the matter of redistricting Canada was taken up, and the decision was reached that the Canadian territory be left as it was.

A resolution asking for the indorsement of the "Star Spangled Banner" centennial at Baltimore was lost. In speaking on

Houston Post
June 25th

HAPPY ROTARIANS TO ISLAND CITY

Galveston Extended Royal Welcome to Visitors.

Delegates Held Business Session
While Ladies Saw Points of
Interest—Dinner and Dance
at Night.

(Houston Post Special.)

GALVESTON, Texas, June 24.—A thousand loyal and enthusiastic Rotarians, animated by the desire to have a good time and to see that every one else shared their joy, came to Galveston this afternoon. They came and saw, but had not to conquer, for the levelling influence of their spirit of good will and public service had long preceded them, infecting the city with its friendliness.

The army of the common good found Galveston at its best. A cloudless sky, cool temperature and fresh breeze prevailed; every element and circumstance united to favor the occasion. The invaders of Treasure Island seemed agreed in unqualified praise of the city. Their frequent expressions of pleasure at the beauty and attractiveness of the place, the charm and gaiety of the residents, showed they were mightily pleased with everything.

The two special Santa Fe trains carrying the Rotarians from Houston, where convention business and sightseeing occupied the crowded hours of the morning, reached the Union depot about 2 o'clock this afternoon. Nearly a hundred members of the Rotary club of Galveston, wearing on hats and arms white bands of silk bearing the city's name and club emblems, were at the station to extend the glad hand, and a display of cordiality gratifying to both parties ensued.

Large Welcoming Party.

A large crowd of spectators was on hand to augment the welcoming party. The smartly attired Rotarians wore Galvie stone badges, furnished by the Galveston reception committee. Chairman A. W. Purdy, Sam J. Williams, K. E. Mason and Max Naumann, passenger agent of the Santa Fe, went to Houston at 9 o'clock to decorate the Rotarians with the bathing girl badges, and to make the final preparations for the invasion of Galveston. They escorted the visitors on the special train, while the other members of the committee, Marion Douglas and J. M. Sykes, remained here to handle the arrangements at this end.

A long line of special trolley cars was

waiting to convey the Rotarian army to Hotel Galvez for the important business session that was to nominate its leaders. Twenty-five automobiles were conveniently parked and to these were escorted the women accompanying the delegates. The statement of Colonel Bailey of The Houston Post that the Rotarettes dimmed the glory of the Rotarians seemed to the Galvestonians amply justified. A more bountifully blessed, fashionably attired and likeable lot of lady guests Galveston has never had the honor of entertaining. More than 200 were conveyed about the city in the automobiles. No fixed route was followed, but most of the points of interest were visited. As the cars traversed the flowering thoroughfares and seawall boulevard the Rotarettes expressed unstinted admiration. They appeared particularly pleased with the homelike appearance of the city, commented in praiseful terms upon the handsome residences and found their wishes to possess a pittance of the wealth of oleanders promptly gratified. Meantime the delegates were getting down to business. They were quickly transported to the Galvez, and the business meeting opened about 2:30.

Welcomed by Mayor.

Mayor Lewis Fisher, in an extemporaneous speech, made the visitors feel at home. He said that Galveston was immeasurably rejoiced at the fine distinction the Rotarians had conferred upon it by coming here for their most important business and play session. In a few modest words he revealed the spirit and accomplishments of the city, and told the visitors to go as far as they liked—the city belonged to them.

The Rotarians testified to their appreciation of the mayor's warm welcome by an outburst of applause. Judge Edward F. Harris, president of the Galveston Rotary club, was presented as a profound student and hearty advocate of Rotarianism. Liberal applause greeted the man whose name and talents were not unknown to the delegates.

In a flawless flow of language whose course was, in the opinion of many of his hearers, disappointing only in its shortness, Judge Harris enlarged upon the slogan of the club, "He profits most who serves best." Briefly elucidating the "holy doctrine of service," and reaffirming his belief that the majesty of ministering exceeded the splendor of power, the speaker urged unremitting effort in the encouragement of high ethical standards in professions and business. His forceful utterances reinforced a platform "so wide, so broad, so deep, so human, and, therefore, divine, that it might well serve for a universal religion," and displayed the profits of the one who serves best as eternal benefits accruing to the soul.

Advantages of Getting Together.

The convention afforded the speaker an opportunity to discourse briefly on the advantages of getting together. He told of the superior wisdom gained by the man who comes in contact with his fellows and recalled the proverb, "He who goes away from home goes to school." He expressed deep satisfaction at the numerous evidences of the growth of Catholicity, and of the spread of democracy, not only in the radius of the Rotary clubs, but throughout the world. That the Rotarians were one and all in accord with the speaker was shown by the applause that marked the close of the speech.

Long ...

Fort Worth Record June 25th

Frank L. Mulholland Nominated to Head the World-Wide Rotarians

GALVESTON, June 24.—Frank L. Mulholland of Toledo, Ohio, received the unanimous nomination of the delegates attending the annual convention of International Rotary Clubs here this afternoon for the office of president to succeed Russell Greiner of Kansas City.

Nominations were also made for vice presidents from the eastern, southern, central, western, Pacific, eastern division of Canada, the western division of Canada and Great Britain and Ireland.

Robert Hull Cornell, president of the Houston Rotary club, received the unanimous nomination of the clubs in the western division for the office of vice president.

Invitations were received from many cities which are after next year's convention. San Francisco, Cal., seems to be the choice of the majority, and it is likely that the 1915 convention will go to the Pacific coast metropolis.

The nominations of officers and the invitations from the cities who desire to entertain the next year's convention were received in the banquet hall of the Galvez hotel.

The elections will be held in Houston Thursday morning. The entire convention was moved from Houston to Galveston by special trains over the Santa Fe Wednesday at noon, box lunches being served on the train.

At 3 o'clock the convention was convened at the Galvez hotel. The Dallas delegation presented the international association with a jeweled studded gavel, the fourth to be received by the association during the present convention.

The visitors were welcomed to Galveston by Mayor Lewis Fisher, President Morris Stern of the Commercial association and President E. F. Harris of the Galveston Rotary club.

Wednesday night the Rotarians were the guests of the Galveston club at a dinner at the Galvez followed by a grand ball.

*Toledo Blade
June 25th*

ROTARIANS NAME MULHOLLAND HEAD

Toledoan Made International
al President Amid Wild
Enthusiasm.

Special to The Blade.

Houston, Tex., June 25.—Amid an outburst of enthusiasm, Frank L. Mulholland, of Toledo, was unanimously elected president of the International Association of Rotary Clubs, in session here, this afternoon.

Is Given Ovation.

Mulholland was nominated at the Wednesday session in Galveston, at which time the convention gave him an ovation such as seldom is accorded any man. As the roll call of clubs proceeded, the delegates from city after

city rose and seconded the nomination in words that thrilled the throng that had assembled. Had it not been the pleasure of the delegates to proceed in this manner, Mulholland's nomination would have been by acclamation. Such a motion was put, but the eagerness of the remaining speakers to do honor to him caused it to be voted down.

Mulholland is the only man who will be elected to office without opposition. There are several vice presidencies, with several candidates for each of them, and a hot and heavy campaign continued right up to the time of opening the polls. The convention votes under the Australian ballot system.

Is Toledo Booster.

Frank L. Mulholland is a former president of the Toledo Commerce Club, and prior to that was officially identified with the old Toledo's Business Men's Club, as a trustee and as chairman of the entertainment committee, from which position he was advanced to the first vice presidency. He has always been an enthusiastic Toledo booster, and always has had a great personal popularity. His unanimous election as president of the Rotary clubs is merely one of many evidences of that popularity.

Houston Chronicle June 26th

FIVE CITIES IN RACE FOR NEXT CONVENTION

Keen, though friendly, competition is marking the struggle among Rotarians for the honor of holding the 1915 convention of the International Association. From the very beginning of the first-session boosters for the various cities out for the convention got in their good work and earnest groups were gathered here and there, discussing some mooted point of superiority.

It is most unlikely that the question will be decided without a sharp fight on the convention floor. According to the reports of several of the campaign managers, each one of the several cities is going to win. That San Francisco, with the attraction of the Panama-Pacific Exposition, will make a strong bid is undeniable. The strongly-organized Rotary Clubs, made up, as they are, of the leading men in every community, are bound to make a strong impression by their convention in any city and the item of expense does not enter into the con-

sideration given by other smaller organizations.

Cincinnati, situated near the geographical center, is also one of the foremost in the race. The advantages of the Ohio town are being spread broadcast by a host of well-wishers, and they intend to remain in the fight to the end.

Detroit, the hub of the automobile industry, is presenting its claims in no uncertain manner. The "\$5 Per Day Paradise" has gone on record as declaring that they want the 1915 convention and that they "want what they want when they want it." They are factors to be watched in the contest.

Cleveland, known as "The Sixth City" and, as the "Queen City of the Lakes," has its adherents on every hand and the committee of the delegation is at work day and night lining up doubtful delegates.

Salt Lake City, with its magnificent Auditorium, the largest in the country, will also battle for the honors, and the result cannot be predicted.

Vancouver, B. C., looking far ahead, has started a campaign for 1917.

San Antonio Express, June 28th.

ROTARIANS THINK THEY ARE IN SPAIN

Fandango and Tamales With Speeches and Dancing.

With the wheel of Rotary revolving before a picture of the Alamo, amid bright lights and gleaming flags, on the roof garden of the St. Anthony Hotel, the three hundred Rotarians, on a circular tour of Texas cities, following an international convention at Houston, last night enjoyed a Mexican supper and dance tendered them by the San Antonio Rotary Club.

While they delved into mysterious highly seasoned dishes of tamales, spaghetti, frijoles and chili, with candy, coffee and cigars as dessert, a company of Mexican musicians and artists enter-

tained them with an exhibition of Spanish dances, dialogues and songs. At each place was a menu ornamented with the figure of a bull fighter. Views of San Antonio were shown. Flowers and good-fellowship were everywhere in evidence.

Preceding the dance downstairs in the ball room, to which waltzers and tangists alike were invited, came as interchange of greetings and good-byes, expressions of gladness that the Rotarians had come to San Antonio, of sadness that now they found it necessary to go away.

Harry N. Miller, newly elected president of the San Antonio Rotary Club, presided and introduced each speaker. He expressed San Antonio's sorrow that Frank L. Mulholland, president of the International Association, unavoidably was absent. He welcomed the travelers by disputing the old assertion that anticipation was better than realization, decrying that realization in having them as guests could not be exceeded in happiness.

Houston Chronicle June 26th

ROMANTIC WEDDING ADDS SPICE TO CONVENTION

A Rotary romance culminated in the ballroom of the Rice Hotel at 2:30 o'clock Tuesday afternoon, when Miss Helen Bebout of Pittsburg became the Rotarian bride of James Ottley Corbett of the same city. A crowd of Rotary friends of the couple, including the delegations from the Pacific coast and from Pittsburg, witnessed the ceremony, in which Rev. Sam R. Hay, assisted by four other Rotary preachers, united the couple in the Rotary bonds of matrimony.

Mr. Corbett had been spending several weeks on the Pacific coast prior to the convention, and came to Houston aboard the California special train. While on the train some of his friends suggested that he make his forthcoming wedding a Rotary affair. Mr. Corbett immediately wired Miss Bebout to come with the Pittsburg delegation and meet him here, to which she responded: "On my way."

Upon the arrival of the two parties to the proposed contract their friends assumed the management of the deal.

Tuesday morning a crowd of them escorted Corbett to the county clerk's office, where the license was procured. The word was passed around convention circles that Jimmie Corbett was about to be married, and he was kept busy receiving congratulations until the appointed hour. Mr. Corbett is a prominent business man in Pittsburg and a general favorite with all the delegates.

At 2:30 o'clock the crowd began to file into the ballroom, and in a few minutes it was full of people rejoicing in the happiness of the couple. Rev. Sam R. Hay united them, while four other Rotary ministers stood by. Following the ceremony the newlyweds were the recipients of much good-natured joking and hearty congratulations.

The bride is well known in Pittsburg social circles and is a very charming young woman.

Dr. Hay received a fat fee for performing the ceremony, but he had no opportunity to enjoy it, for the Rotarians forced him to go to a nearby soda fountain and spend it.

*Houston Post
June 22nd*

Ladies Entertained; Given Auto Ride and Reception.

Visiting Rotarian ladies were entertained Monday afternoon by the ladies' committee. A general reception was held in the banquet hall on the tenth floor of the Hotel Bender at 2:30 o'clock. Later the visitors were taken on an automobile ride through the residence section of the city.

The train for Sylvan Beach will be boarded this evening at 5:45 and in company with the Rotarian delegates, dancing, bathing and moonlight trips will be enjoyed on the bay shore.

A reception and musical program furnished enjoyment at the Hotel Bender. Vocal selection were rendered by Mrs. John Wesley Graham, George Doscher and Emmet Lennon. Miss Rosetta Hirsch gave a violin solo, which was well received. An excellent musical program was furnished by Thayer's orchestra. Refreshments of coffee, tea and ho-

*Houston Chronicle
June 26th*

Alabama Delegate Became Ill Sunday; Condition Serious.

A damper has been thrown around the merry-making of the Birmingham, Ala., delegation on account of the serious illness of H. B. Wheelock, a prominent architect and national committeeman from Birmingham to the International Association of Rotary Clubs.

Mr. Wheelock's condition is said to be serious, his temperature now being 102 degrees.

He is a middle-aged man and well known in Rotarian circles. He became ill Sunday evening.

Houston Chronicle

June 26th

Bever of Beau Brummels
Are These Missourians;
See Their Ties and Sox.

When the gallant Beau Brummel was the mirror of the English fashionable world, and, on his walks down Piccadilly, was followed by gaping hundreds, he was said to possess a change of raiment for every change of mind and, they added, Beau's mind ran along inconsistent lines.

His prototype, or, rather, a whole bevy of his prototypes, are in Houston and will be all week. This seems like a broad statement, but the proof is easy. Watch the delegation from the Kansas City Rotary Club—the president's own.

Shades of wise old Solomon and Ward McAllister! "Every hour, and the hour," in the stock yards burst into bloom in some different shade. Blue, purple, red, black and white, mauve—every color of the rainbow follows in kaleidoscopic rapidity.

The natty Palm Beach suits with the various changings of hats, ties and socks, give the delegation a distinctive air, though it's rather tough on some of the older members who haven't yet learned to make the changes with Julian Eltinge speed.

The next time a Kansas City man comes along, watch him. He's a veritable chameleon.

Beaumonters Serve
Rice Dinner to
Rotary Delegates.

Luncheon, with everything from food to utensils a Beaumont product, was served to the visiting Rotarians by the Oil City delegates at the City Auditorium from 12 to 2 o'clock Tuesday. Rice furnished the principal ingredient, but it was prepared in such variety and in such tempting forms as to tickle the palate of an epicure.

Charles Antwine, chief chef of the Crosby House, prepared the enticing menu, which was brought to Houston red hot by the Beaumont delegation. P. D. Bihn of the Crosby House had charge of the food. The Southern Rice Growers' Association assisted in the affair.

With flying banners, the Beaumont delegates arrived Tuesday morning at the Grand Central Station on a special train. With a band at their head, the more than 90 representatives of the city on the Neches paraded through the downtown streets.

President E. J. Emerson, with an advance guard, arrived yesterday early to make the necessary preparations.

Fort Dearborn
in Miniature Is
at the Rice Hotel.

Fort Dearborn in miniature, an exact replica of the old fort that served as a place of refuge for the white settlement from the hostile Indians, now stands in the lobby of the Rice Hotel, placed there by the Chicago Rotarian delegation.

Old Fort Dearborn was a block house which stood at the head of the river which is now the entrance to the harbor of Chicago. Soldiers and citizens here made their last stand against the Indians. The fort was established during the winter of 1803-04.

Portland Boys Send
Up Balloons and
Plant Rose Bushes.

"Mighty lak a rose."

That's what the city of Portland, Ore., must look like, if the tales of the Rotary delegation from there are to be believed and if the samples distributed are any criterion. They, the men and the roses, are certainly big boosters for the Northwestern town.

A balloon stunt has been one of the side-lines of the Portlanders since their arrival in Houston. Each night, from the roof of the Rice, a small balloon with an order for merchandise, is released. The finder can cash the order by calling at the Portland headquarters at the Rice. A Rotary wheel to be sent with the balloon tonight will entitle the finder to \$5. As one

HOUSTON and TEXAS

take this occasion to express the heartfelt cordiality and appreciation they feel to the

Brother and Sister "Smiles" of all Rotary

who complimented them by their visit to the Fifth Annual Convention.

May you always remember us as lovingly as we shall ever remember you.

"HOUSTON for 1919"

We respectfully invite the Rotary Clubs of the International Association to meet in Texas for the Tenth Annual Convention.

The Rotary Club of Houston

THE ROTARIAN

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A Brief Volume

This July and the August issues will be largely devoted to the story of the Houston convention. Then will come the tale of Syracuse—not the ancient city now almost forgotten, but Syracuse the modern, of today, of the Empire State of New York.

The subsequent four issues of this volume may contain some surprises. At any rate our readers can count on discovering something new or something done a little better each month. THE ROTARIAN must typify Rotary—and that means doing things worth while and doing them well. C. R. P.

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Secretary—GEORGE B. WRAY, Mgr. Office Furniture Dept. Wm. B. Burford, 38 S. Meridian St. Both Phones, 310.

Meetings every Tuesday at 12:30 to 1:30 p. m. at Claypool Hotel, except the 2nd Tuesday of each month, when evening meeting is held at various places.

JACKSONVILLE (Fla.).

President—HARRY B. HOYT, Vice-President Jacksonville Gas Co., corner Laura and Church Streets.

Secretary—R. T. ARNOLD, Arnold Printing Co., 224 E. Forsyth St. Phone, 3462.

Headquarters, 202 Clark Bldg. Luncheons 2nd and 4th Tuesday at one o'clock, Aragon Hotel. Evening meeting 3rd Tuesday at 6:30 p. m., Aragon Hotel.

JOLIET (Ill.).

President—VAUGHN W. BROOKS, Chief Despatcher, Elgin, Joliet & Eastern Railway, Joliet National Bank Bldg. Phone, Joliet 2850.

Secretary—JAMES L. BANNON, Civil Engineer-Contractor, Room 216, Joliet National Bank Bldg. Phone, Joliet 468.

Meetings on first and third Tuesday of each month at 7:00 p. m., at Hobbs Hotel. Luncheons every Thursday at 12:15, at Hobbs Cafe.

KANSAS CITY (Mo.).

President—E. R. GLENN, Vice-President Whitcomb Cabinet Co., Cabinet and Fixture Work, 14th and Chestnut. Both phones, East 1990.

Secretary—OTTO WITTMANN, Mgr. K. C. Auto Supply Co., Automobile Supplies, 1504 Grand Ave. Phone, Bell, G. 3181; Home, M. 3181.

Club Headquarters, 411 Reliance Bldg.

Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

LINCOLN (Neb.).

President—F. C. ZEHRUNG, Prop. Zehrung Posting Service, Oliver Theatre, Phone, B1234; Bell No. 8.

Secretary—F. E. WALT, Vice-Pres. Safe Deposit Insurance Agency, General Insurance, 128 N. 11th St.

Club Headquarters at office of Secretary.

Meetings every Tuesday noon at Lincoln Hotel.

LITTLE ROCK (Ark.).

President—C. M. DUNCAN, Mgr. State National Bldg., Main and Fifth. Phone, 5293.

Secretary—S. M. BROOKS, Ad Writer and Counsellor, 808 State Bank Bldg. Phone 1326.

Meetings are held at State National Bank Bldg., Directors' room or Marion Hotel on Thursdays.

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LOS ANGELES (Calif.).

President—ROGER M. ANDREWS, Pres. Germania Publishing Co., 230 Franklin St. Phones, Home A1474; Sunset, Broadway 882. Secretary—H. C. WARDEN, 506-7 Delta Bldg. Phones, Home, F7343; Sunset, Main 7343. Club Headquarters, 506-7 Delta Bldg. Club meets every Friday for luncheon. HOTEL: Hollenbeck, Spring and Second Streets, 500 rooms, 300 baths. Rates, \$1.00 and up. Excellent cafe.

LOUISVILLE (Ky.).

President—FRANK P. BUSH, Secretary & Treasurer Bush-Krebs Co., Engravers & Electrotypers, 408 W. Main St. Phone, Home City 1996; Main 1996. Secretary—C. H. HAMILTON, Gen'l Agt. Sheldon School, 400 Walker Bldg. Phone, Home City 6911. Club Headquarters at office of Secretary. Club luncheons held on the second and fourth Thursdays at the Henry Watterson Hotel.

McKEESPORT (Pa.).

President—JNO. A. RUSSELL, Builders Supply Co., 4th and Water Streets. Secretary—R. W. JUNKER, Real Estate & Insurance, 508 Peoples Bank Bldg.

MACON (Ga.).

President—JNO. W. HANCOCK, Mgr. Atlantic Ice & Coal Corporation, Waterville Road. Secretary—W. G. BILLINGS, Agt. Whitehead-Hoag & Co., 1009 Georgia Life Bldg. Meetings every Wednesday at 1 p. m., at various cafes and hotels.

MADISON (Wis.).

President—JOHN ST. JOHN, Secretary Madison Gas & Electric Co., 120 E. Main St. Phone, 4400. Secretary—F. W. HUELS, Motorcycles, 115 State St. Phone, 127. Meetings every Thursday at 12:30 p. m., at new Park Hotel.

MEMPHIS (Tenn.).

President—C. S. BLACKBURN, Wholesale Produce, 26 South Front St. Secretary—G. O. WARING, Collections and Adjustments, 906 Exchange Bldg. Luncheons every Tuesday from 1 to 2 at Hotel Chisca.

MILWAUKEE (Wis.).

President—W. J. ZIMMERS, Baker & Zimmers, Attorneys, 740 Wells Bldg. Phone, Main 633. Secretary—J. B. LANIGAN, Mgr. L. C. Smith & Bros. Typewriter Co., 413 Milwaukee St. Phone, Main 2127. Club luncheons held every Wednesday at the Hotel Pfister, 12:15 p. m.

MINNEAPOLIS (Minn.).

President—HARRY R. SHEPARDSON, Mgr. Loose-Wiles Biscuit Co., Washington and Seventh Aves. N. Phones Main 926; Center 2850. Secretary—C. PAUL TRACY, Mgr. City Sales Carnegie Fuel Co., 9 S. 7th St. Phones Main 2100; Center 2012.

Club Headquarters at Secretary's office. Luncheon every Friday at 12:30 at Hotel Radisson, Seventh Street, near Nicollet Avenue. Minneapolis' most up-to-date hotel.

MOBILE (Ala.).

President—DR. SEALE HARRIS, Van Antwerp Bldg. Secretary—J. M. PONDER, E. O. Zadek Jewelry Co.

MONTGOMERY (Ala.).

President—THOS. L. HACKETT, Coca Cola Bottling Works, Bottler. Secretary—W. F. BLACK, City Hall. Meetings held on Wednesdays at 1 p. m. at the Gay Teague Hotel.

MUSKOGEE (Okla.).

President—H. S. SHELOR, Bonds and Burglary Insurance, 905-6 Barnes Bldg. Secretary—JOHN A. ARNOLD, Accountant, 528-529 Flynn-Ames Bldg. Club Luncheons held every Thursday at 12:15 p. m. at Severs Hotel.

NASHVILLE (Tenn.).

President—J. H. ALLISON, Tennessean & American, Newspaper. Secretary—F. G. LANGHAM, Life Insurance, 715 Stahlman Bldg. Luncheon every Tuesday at 12:15 at Hotel Hermitage.

NEWARK (N. J.).

President—ISAAC B. KILBURN, Mgr. Division "B" Prudential Insurance Company, Prudential Building. Phone, Market-4000. Secretary—C. L. JOHNSTON, Asst. Mgr. Steger & Sons Piano Mfg. Co., 741 Broad St. Phone, Market-238.

Club Headquarters at office of Secretary.

Meetings on the second Tuesday evening of each month excepting July and August, at Achtel Stettler's Restaurant, 842 Broad St. Weekly Luncheons are not held although Rotarians can be found every day at the regular lunch hour at the restaurant mentioned above.

NEW CASTLE (Penn.).

President—GEORGE W. MUSE, Lawyer, 24 East St. Secretary—W. H. SCHOENFELD, N. C. Hardware Co., Hardware, 217 E. Washington St. Luncheons every Monday at 12:15 at Y. M. C. A. Meetings are held first Monday of each month.

NEW ORLEANS (La.).

President—A. B. FREEMAN, Coca Cola Bottling Works, Canal and N. Robertson Sts. Phone, Main 3874. Secretary—ED. H. WILD, Men's Shoes, Retail, 615 Canal St. Phone, Main 2372. Club Headquarters at Hotel DeSoto. Meetings held 2nd Tuesday of month at 6 p. m. for dinner, and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

NEW YORK (N. Y.).

President—WM. GETTINGER, President Eaton & Gettinger, Printing, 133 E. 16th St. Phone, Stuyvesant 970.

Secretary—CHAS. A. PEARSON, Room 447, Hotel Imperial. Club Headquarters: Hotel Imperial, Broadway and 32nd, Room 447.

Meetings on the first Tuesday of each month, excepting July and August, at various restaurants. Weekly luncheons, Thursdays at 12:30 p. m., private room, Hof Brau Haus, Broadway and 30th St.

HOTEL: Imperial, Broadway and 31st. Rates, \$1.50 per day and up. Copeland Townsend, Mgr.

NORFOLK (Va.).

President—T. GRAY COBURN, President Coburn Motor Car Co., Automobiles, 123 Brooke Ave.

Secretary—C. J. MAINS, Virginian-Pilot Pub. Co., News-paper, Monticello Hotel. Meetings second and fourth Thursdays at 7 p. m. at Fairfax Hotel.

OAKLAND (Calif.).

President—D. L. ARONSON, Cahn, Nickelsburg & Co., Boots and Shoes, 1126 Brush St.

Hon. Secretary—J. N. BORROUGHS, Pres. Oakland, Calif., Towel Co., Towel Supplies, 28th and Filbert Streets. Phone, Oakland 883. Club Office, 414 Security Bank Bldg. Phone, Lakeside 287.

Meetings every Thursday at 12:30 at Hotel Oakland.

OKLAHOMA CITY (Okla.).

President—CARL F. WELHENER, Boardman Co., Terminal Bldg.

Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 922 State Nat'l Bank Bldg.

Luncheons, Tuesdays at 12:15, Lee-Huckins Hotel, except once in month, when we have monthly dinner.

Club Headquarters are the Secretary's office.

OMAHA (Neb.).

President—DANIEL BAUM, Jr., Mgr. Baum Iron Co., 13th and Harney Streets. Phone, Douglas 131.

Secretary—TOM S. KELLY, Gen. Agt. Life Dept. Travelers Ins. Co. of Hartford, 1331 City National Bank Bldg. Phone, Douglas 861.

Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.

HOTEL: New Henshaw, 15th & Farnam Streets. Fire-proof. Strictly firstclass. European plan.

PALESTINE (Tex.).

President—H. I. MYERS, Grand Leader, Retail Dry Goods.

Secretary—H. C. JAMESON, Palestine Normal Business College. Meetings held on 2nd and 4th Wednesdays of each month, 12 m., at Interstate Restaurant.

PATERSON (N. J.).

President—W. D. PLUMB, Mgr. Underwood Typewriter Co., 9 Hamilton St.

Secretary—WALTER S. MILLS, H. W. Mills, Hardware, 59 Washington St.

Meetings held last Thursday of the month at G. H. Crawford's, 148 Washington St.

PEORIA (Ill.).

President—GEORGE R. MACCLYMENT, Farm Land Development, Observatory Bldg. Phone, M-314.

Secretary—E. C. SCHMITZ, Modern System Sales Co., Office Outfitters, 203 S. Jefferson Ave. Phone, M-682. Meetings held at Jefferson Hotel, or as otherwise specified, Fridays, at 12:15.

PHILADELPHIA (Penn.).

President—WALTER WHETSTONE, Pres. Whetstone & Co., Inc., Iron Pipe and Steamfitters' Supplies, 911 Filbert St. Phones, Bell Filbert 2813; Key., Race 1831.

Secretary—CHARLES A. TYLER, Mgr. Bartlett Tours Co., Tourist Agents, 200 South 13th St. Phone, Bell, Walnut 2491.

Regular luncheons at the St. James Hotel on Wednesdays, 12:30 to 1:30 p. m. Club Headquarters, 200 South 13th St.

Regular monthly dinners at Kugler's, 1412 Chestnut St. on the third Tuesday of each month at 6:30 p. m.

PHOENIX (Ariz.).

President—AMOS A. BETTS, Transfer Business, 42 S. Central Ave.

Secretary—PAUL S. KANTZ, Agency Mgr., The Equitable Life Assurance Society of the U. S. National Bank of Arizona Bldg. Address mail to P. O. Box 885.

Club Luncheons held every Monday at Donofrio's, from 12 a. m. to 1:30 p. m.

PITTSBURGH (Penn.).

President—EDWIN C. MAY, Secy. and Gen. Mgr. The May Drug Co., Retail Druggists, May Bldg. Phone, Court 4870.

Secretary—P. S. SPANGLER, 547 Liberty Ave. Club luncheons held every Wednesday at Fort Pitt Hotel.

PORTLAND (Ore.).

President—JNO. C. ENGLISH, President J. C. English Co., Lighting Fixtures, 128 Park St.

Secretary—J. L. WRIGHT, President Portland Printing House Co., 388 Taylor St. City Office, Room 2, Commercial Club Bldg., W. L. Whiting, Assistant Secretary.

Weekly luncheons held every Tuesday at 12:30 p. m., Commercial Club.

PROVIDENCE (R. I.).

President—JOHN D. CAMERON, Secy & Asst. Treas. R. I. Supply & Engineering Co., Steam & Plumbers Supplies, 156 W. Exchange St. Phone, Union 883.

Secretary—E. P. SMALL, Sec'y A. E. Martell Co., Loose Leaf Systems, 528 Grosvenor Bldg. Phone, Union 2017.

Regular monthly meetings 1st Monday each month at 6:30 p. m. at Crown Hotel. Semi-monthly luncheons, 1st and 3rd Mondays at 12:30 o'clock.

PUEBLO (Colo.).

President—H. A. BLACK, Physician and Surgeon, 1 Pope Block. Phone, Main 331.

Secretary—J. A. CLARK, Prin. American Business College, Commercial School, Swift Block. Phone, Main 829.

Club Headquarters at office of Secretary.

Weekly meetings every Monday at 12:15 p. m. Monthly meetings third Tuesday in each month, at 7 p. m. at the Vail or Congress Hotels.

READING (Penn.).

President—WILLIAM W. KECK, Partner Croll & Keck, Clothing, 418 Penn St.

Secretary—D. G. McCANN, Treas. McCann's Business College, Berks Co. Trust Bldg.

First Tuesday of each month at 8 p. m. meetings are held at the business places of the various members.

RICHMOND (Va.).

President—THOS. B. McADAMS, Cashier Merchants' National Bank.

Secretary—S. S. ROSENDORF, Prop. Southern Stamp & Stationery Co., Twelve-Six Main St. Address mail, Box 1336.

Club Headquarters at office of Secretary. Phone, Mon. 5766.

Luncheon meetings every second Tuesday at 1 p. m. Every fourth Tuesday at 6:30 p. m.

Meetings rotate between Business Men's Club, Coles, Hotel Murphys, and other places. Consult the officers or ask for copy Tabasco, our club organ.

ROCHESTER (N. Y.).

President—FRED D. HAAK, City Rep. Yawman & Erbe Mfg. Co., 424 St. Paul St. Both Phones 527.

Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop, Duplicate Letters, 75 State St. Phone, Stone 6190.

Club luncheons every Tuesday, 12:30 to 1:30 p. m., at Hotel Rochester.

ROCK ISLAND (Ill.).

President—B. D. CONNELLY, Attorney-at-law, Peoples Nat'l Bk. Bldg. Phone, 349.

Secretary—R. C. MITCHELL, Savings Bank, State Bank Bldg. Phone 30.

Luncheons every Tuesday at 12:15 at Harms Hotel or Rock Island Club.

SACRAMENTO (Calif.).

President—S. H. GILBERT, S. H. Gilbert Co., Fire Insurance, 919 6th St.

Secretary—J. FONTAINE JOHNSON, Johnson & Lemmon, Lawyer, 426 Forum Bldg.

Luncheons every Friday at 12:15 p. m. at Hotel Sacramento.

SAGINAW (Mich.).

President—GEO. B. WILLCOX, Pres. Willcox Engineering Co., 1550 Holland Ave.

Secretary—FRANK E. BASTIAN, Bastian Bros. Co., Job Printers, 306 N. 9th St.

ST. JOSEPH (Mo.).

President—CLAUDE MADISON, Mgr. St. Joseph Coal Co., 302 S. Fifth St. Phone, Bell 520.

Secretary—W. S. ALDRICH, Partner of the Firm Eckel & Aldrich, Architects, 1105 Corby-Forsee Bldg.

Phone, Bell 62. Meetings of the club are held on the 1st and 3rd Tuesdays of every month at Robidoux Hotel.

SAINT LOUIS (Mo.).

President—JESSE M. TOMPSETT, Treas. Isler-Tompson Lithographing Co., Commercial Lithographing, 1324 Washington Ave. Phones, Olive 623; Cabany 3107.

Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.

Club Headquarters, 411 Olive St. Phone, Bell, Main 1751.

Club luncheons every Thursday at 12:30, except 1st Thursday of month, at 6:30 p. m. at various hotels and cafes.

ST. PAUL (Minn.).

President—WILLIAM B. WEBSTER, Prop. St. Paul Steam Laundry Co., 289 Rice St. Phone, Cedar 940.

Secretary—JAMES H. LEE, Prop. James H. Lee & Co. Agency, High-Grade Office and Sales Help, 1416 Pioneer Bldg. Phones, Cedar 6060; Tri-State 2089.

Club Headquarters at Secretary's office.

Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.

HOTEL: The Saint Paul, European plan, \$2.00 up, with bath. C. G. Roth, Mgr.

SALT LAKE CITY (Utah).

President—CHAS. TYNG, Houston Real Estate Inv. Co., 351 South Main. Phone, Wasatch 27.

Secretary—SAMUEL R. NEEL, Samuel R. Neel & Co., Mining Stock Brokers, 306 Newhouse Bldg. Phone, Wasatch 904.

Meetings held 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

SAN ANTONIO (Texas).

President—HERBERT J. HAYES, Texas Title Guaranty Co., Abstracts and Titles, 130 W. Commerce St. Phone, C2468.

Secretary—C. H. JENKINS, The Bradstreet Co., Commercial Agencies, P. O. Box 807. Phone, C 333.

Address all mail to "P. O. Box 807." Club Headquarters, 607 Gibbs Bldg.

Luncheons at 12:30 each Friday at one of the leading hotels.

SAN DIEGO (Calif.).

President—GORDON L. GRAY, Lawyer, 416 Union Bldg. Phones, Home 4160; M. 416.

Secretary—FRANKLIN M. BELL, 416 Union Bldg. Phones, Home 4160; Sunset, Main 416.

Club Headquarters at office of Secretary.

Meetings are held every Thursday at 12:10.

HOTEL: del Coronado, Coronado Beach. American plan, \$4 per day and up.—John J. Hernan, Mgr.

SAN FRANCISCO (Calif.).

President—H. J. BRUNNIE, Consulting Structural Engineer, Sharon Bldg. Phone, Sutter 370.

Secretary—R. R. ROGERS, Pres. R. R. Rogers Chemical Co., Mfrs. Specialties for Physicians and Drugists, 527 Commercial St. Phones, Kearney 150; C. 1505.

Club Headquarters at 803 Humboldt Bank Bldg. Phone, Douglas 1363.

Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m.

Techau Tavern, Powell and Eddy Streets.

HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

HOTEL: Stewart, Geary Street, near Union Square.

Rates, European, \$1.50, up; American, \$3.50, up.

SAN JOSE (Calif.).

President—H. E. HOFF, Hoff & Kayser, Shoes, 95 S. First St.

Secretary—CHAS. M. O'BRIEN, 30 S. 1st St. Luncheons every Wednesday at O'Brien's Confectionery.

SAVANNAH (Ga.).

President—JOHN S. BANKS, Phillips & Crew Co., Pianos and Organs, 242 Bull St. Phone 3372.

"Come and See Us," Says Every Rotary Club.

Secretary—HENRY J. F. LUDEMAN, Snedeker & Ludeman, Architect, 401 National Bldg. Phone 457. Luncheons every Tuesday in the month except the fourth, 2:15 to 3 o'clock. Fourth Tuesday at 7 p. m.

SCRANTON (Pa.).

President—WM. F. FORSTER, James D. Evans & Co., Fire Insurance, No. 6 Burr Bldg.

Secretary—WALTER S. BUCK, Gen. Agt. The Conn. Mutual Life Ins. Co., 306 Peoples National Bank Bldg. Meetings held every Thursday at 12:15 p. m. at Hotel Holland, 408 Adams Ave.

SEATTLE (Wash.).

President—CLAUDE H. ECKART, Eckart Plumbing & Heating Co., 1614 Third Ave. Phone, Main 5682.

Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel. Club Headquarters at office of Secretary. Meetings held at the Washington Annex, 2nd Ave. and Stuart St. every Wednesday at 12:15 p. m.

SHREVEPORT (La.).

President—SAM W. MASON, Caddo Abstract Co., Abstracts, 219 Commercial Bank Bldg.

Secretary—JNO. B. YAUGER, Underwood Typewriter Co., Typewriters, 515 Marshall St.

Luncheons first three Fridays of each month at 12:13 p. m. at Hotel Youree; evening meetings last Friday in month at various places.

SIOUX CITY (Ia.).

President—FRANK S. LAMAR, Secy. Deitch & Lamar Co., Office and Filing Devices, 418 Nebraska St.

Secretary—JNO. O. KNUTSON, Merchandise Broker and Manufacturers' Agent, 308 Pierce St. Phones, Bell 1122; Auto. 1026.

Club Headquarters at office of Secretary. Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month. Luncheons rotate between The West, The Martin and The Jackson Hotels, evening meetings at The Martin or The West Hotels.

SOUTH BEND (Ind.).

President—CHAS. C. HERR, Herr & Herr, 111 W. Washington Ave.

Secretary—E. T. BONDS, C. U. Tel. Co., 227 S. Main St.

Meetings held every first and third Wednesday at 12:15 p. m.

SPOKANE (Wash.).

President—W. C. SCHUPPEL, Mgr. Neely & Walker Investment Company, Irrigated Orchard Lands, Suburban Homes, 204 Paulsen Bldg. Phones, M. 3322; M. 3478.

Secretary—CHESTER WYNN, 503 Chamber of Commerce Bldg.

Meetings held every Thursday at 12:15 p. m. at The Hall of the Doges, Davenport's.

SPRINGFIELD (Ill.).

President—O. G. SCOTT, Scott Coal Co., 327 S. 5th St.

Secretary—R. F. BUTTS, Form Letters, Buckeye Sales Co., 502 Reisch Bldg.

Meetings held second Monday of each month at 6:15 p. m. at St. Nick Hotel.

SPRINGFIELD (Ohio).

President—W. E. COPENHAVER, Bauer Bros. Co. **Secretary**—JAMES S. WEBB, Gen. Agt. The Ocean Accident & Guarantee Corporation, Ltd. of London, England 417 Bushnell Bldg.

Luncheons every Wednesday at 12:15 p. m. at the Lagona Club.

STOCKTON (Calif.).

President—A. V. FAIGHT, Heald's Business College, Sutter & Weber.

Secretary—S. C. BEANE, So. Pacific Company, Sacramento and Main.

SUPERIOR (Wis.).

President—J. C. CROWLEY, JR., Mgr. Peoples Telephone Co., 1013 Ogden Ave.

Secretary—JOHN P. O'CONNOR, University Extension 13 Columbia Bldg.

Club Headquarters, Hotel Superior. Phone, Ogden 224. Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

SYRACUSE (N. Y.).

President—S. H. COOK, Sales Mgr. Brown-Lipe-Chapin Co., Auto Gear Manufacturing, W. Fayette St. Phone, 7785. Residence, 502 Walnut Ave.

Secretary—FRANK W. WEEDON, Entertainer, 36 Grand Opera House Block.

Meetings each Friday at 12:15 p. m., excepting one Friday each month, which is an evening meeting with some special entertainment, at the Onondaga Hotel Rathskellar.

TACOMA (Wash.).

President—E. B. KING, Hoska-Buckley-King Co., Undertakers, 730-32 St. Helens Ave. Phone, M412.

Secretary—WM. G. STEARNS, President Stearns Bldg. & Investment Co., Real Estate, 301-2 Chamber of Commerce Bldg. Phone, Main 543.

Club Headquarters at office of Secretary. Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

TAMPA (Fla.).

President—J. T. MAHONEY, Rhodes-Pearce-Mahoney Co., House Furnishers and Office Fixtures.

Secretary—L. D. REAGIN, Mgr. Glenn-Reagin Advertising Agency.

Meetings held every Tuesday at 12:30 p. m. at Hillsboro.

TERRE HAUTE (Ind.).

President—GEO. GRAHAM HOLLOWAY, Photography, 261 S. 7th St.

Secretary—C. I. BROWN, Brown's Business College, 116 S. Sixth St.

Meetings held every Tuesday at the Elks Club House.

TOLEDO (Ohio).

President—FRANK L. MULHOLLAND, Lawyer, Mulholland & Hartman, 1311 Nicholas Bldg. Phone, Home 2299.

Secretary—HERBERT H. STALKER, Sec. & Treas. The Stalker Advertising Company, Inc., 329 Colton Bldg. Home Phone, Main 2077.

Club Headquarters, 329 Colton Bldg.

Weekly Club Luncheons will be held every Friday noon at 12 o'clock at the Hotel Secor.

Monthly meetings held on the third Tuesday of the month at such places as may be arranged for.

HOTEL: Secor, 300 rooms, 200 baths. Rates, \$1.50 per day and up. Wallick Bros., Props.

WACO (Texas).

President—J. M. PENLAND, Mgr. Waco Drug Co., 4th and Mary Streets.

Secretary—C. G. SNEAD, Mgr. Septozone, 2004 Lyle St.

Meetings every Monday at 12:15 p. m. at State House Hotel.

WASHINGTON (D. C.).

President—JOSEPH M. STODDARD, Cook & Stoddard, Automobiles, 1138 Connecticut Ave. Phone, North 7810.

Secretary—HOOLCOMBE G. JOHNSON, Mgr. Continental Casualty Co., 519 Southern Bldg. Phone, Main 6442.

Luncheons held at the Ebbitt House, 14th and F Sts. N. W., phone, Main 5035, 2nd and 4th Fridays of each month.

HOTEL: The New Ebbitt, 14th and F Streets. American, \$3.00. European, \$1.50 to \$4.00.

WICHITA (Kans.).

President—GIFFORD M. BOOTH, Pres. Grit Printery, Printing and Book Binding, 124 S. Lawrence. Phone, Market 440.

Secretary—GEO. I. BARNES, Barnes Reporting Co., Form Letters and Court Reporting, 1005 Beacon Bldg. Phone, Market 472.

Meetings of Club held every other Monday evening (except July and August) at Kansas Club at 6 p. m. Luncheons semi-monthly, on Wednesday, at 12:30 p. m., either at Hamilton Hotel or Y. M. C. A. Rooms.

WORCESTER (Mass.).

President—EDWARD B. MOOR, Partner Bonney & Moor, Brokers, State Mutual Building, 340 Main St. Phones, Park 5770-6685.

Secretary—H. B. SIMONS, Mgr. Western Union Telegraph Co., 413 Main St.

Luncheons every Thursday at 12:45 to 2 p. m. at the Bancroft (Rotarian) Hotel, in the Colonial Room. Monthly dinner and business meeting held on the third Monday in each month.

HOTEL: The New Bancroft. A new million dollar hotel. Rates, \$1.50 up. European plan.

Clubs Not Yet Affiliated in the Association.

BAY CITY (Mich.).

Secretary—C. H. FRANTZ, Center Ave.

BUTTE (Mont.).

Temp. Secy.—W. LEE COSTELLO, Hennessey Bldg.

MOBILE (Ala.).

Secretary—J. M. PONDER, c/o E. O. Zadek Jewelry Co.

RALEIGH (N. C.).

Secretary—ALBERT COX, Attorney.

ROANOKE (Va.).

Secretary—C. F. COCKE, Terry Bldg.

TRENTON (N. J.).

Temp. Secy.—CHAS F. STOUT, 38 E. State St.

TROY (N. Y.).

Secretary—JAS. A. BEATTIE, 607 Broadway.

Canada.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

CALGARY (Alta.).

President—J. S. RYAN, R. G. Dun & Co., Mercantile Agency, 23 Thomas Block.
Secretary—DOUGLAS C. HOWLAND, Vacuum Cleaners, 105 6th Ave. W.
Luncheons second and fourth Tuesday of each month at 12:30 p. m.

HALIFAX (N. S.).

President—JOHN C. GASS, Provincial Mgr. Imperial Life Assurance Company, Bank of Commerce Bldg., Phone 376.
Secretary—PEARL O. SOULIS, Pres. Soulis Typewriter Co., Ltd. Modern Office Devices, Cor. Granville & Sackville Sts. Phone 1426.
Luncheons every Tuesday at 1 p. m. at Halifax Hotel. Monthly meetings 1st Tuesday in each month.
HOTEL: Halifax Hotel, Hollis St. American, \$3.00 per day and up.

HAMILTON (Ont.).

President—RUSSELL T. KELLEY, Gen. Mgr. Hamilton Fire Insurance Co.
Secretary—A. R. BELL, Mgr. The Garlock Packing Co. Meetings held Thursday at 1:10 p. m. at Young's Cafe.

MONTREAL (Que.).

President—H. LEROY SHAW, Mgr. Imperial Life Assurance Company, Life Assurance, 112 St. James St.
Secretary—H. R. SWENERTON, Investment Bonds, Dominion Express Bldg.
Club luncheons every Thursday at 1 p. m. at Coopers Restaurant.

TORONTO (Ont.).

President—W. A. PEACE, Dist. Mgr. Imperial Life Assur. Company, 29 Victoria Street.
Secretary—G. D. WARK, Secretary The Office Specialty Mfg. Co., Ltd., 97 Wellington Street, W.
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Secretary—R. W. HANNA, Office Furniture, 416 Cordova, W. Phone, 3700.
Meetings, Tuesday at 12:30 p. m. sharp, Dunsmuir Hotel, Dunsmuir and Richard Sts.

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Secretary—CAPT. T. J. GOODLAKE, 110 Westholme Hotel.
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Secretary—C. J. CAMPBELL, Security Land Co., 9 Bank of Hamilton Chambers. Phone, Main 870.
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Clubs Not Yet Affiliated in the Association.

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Secretary—HUGH BOYD, Atkinson & Boyd, Accountant, 72 High St. Phones, Belfast 2447 and 391.
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Secretary—W. STUART MORROW, Organizer, 50, County Buildings, Corporation St.
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Hon. Secretary—WM. A. M'CONNELL, The Century Ins. Co., Ltd., 116 Grafton Street. Phone, 2983.
Luncheons Mondays, 1:15 to 2:15. Evening meetings during winter months, usually on last Monday of month, Dolphen Hotel, Essex Street.

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Secretary—THOMAS STEPHENSON, Pharmaceutist, Editor of "The Prescriber," 137 George St. Phone, Central 2387.
Luncheons held every Thursday at 1 o'clock (except first Thursday of month). Monthly meeting, first Thursday of month at 7 p. m., Carlton Hotel, North Bridge, and Ferguson & Forrester's, Princes Street, on alternate months. No meetings held during August and September.

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Secretary—JOHN A. KIRKWOOD, Stock Broker, 75 St. George's Place. Phone, City 8004. Telegraph address "Stag," Glasgow.
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Hon. Secretary—J. FALKINGBRIDGE PARKER, M. S. A. Architect, 18 Coleman St., E. C. Phone, Central 4089.
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President—W. H. BURGESS, Mgr. Messrs. Sutton & Co., General Carriers, 36 Fountain St. Phone, Central 6635.
Secretary—CHAS. B. PENWARDEN, Albion Hotel, Publicity Specialist. Phones, City 3906; Altrincham 1330.
Headquarters, Albion Hotel, Piccadilly.
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Frank R. Jennings,
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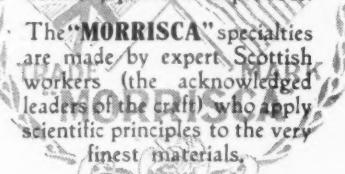
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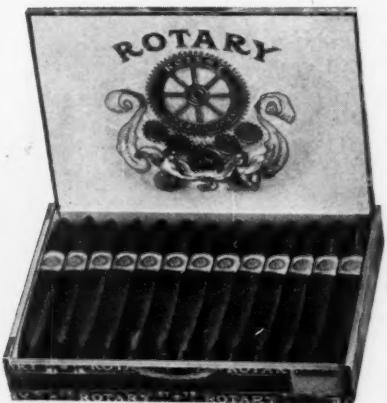
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¶ Life means living and so
¶ long as we live with our
¶ eyes open to the future,
¶ with our ears attuned to
¶ catch the melody of the
¶ present day, with our
¶ hands eager for the new
¶ task, with our feet im-
¶ patient for the unexplored
¶ path before us, we shall
¶ not grow old but we shall
¶ remain young in heart and
¶ mind and spirit, which,
¶ after all, are our real
¶ selves."

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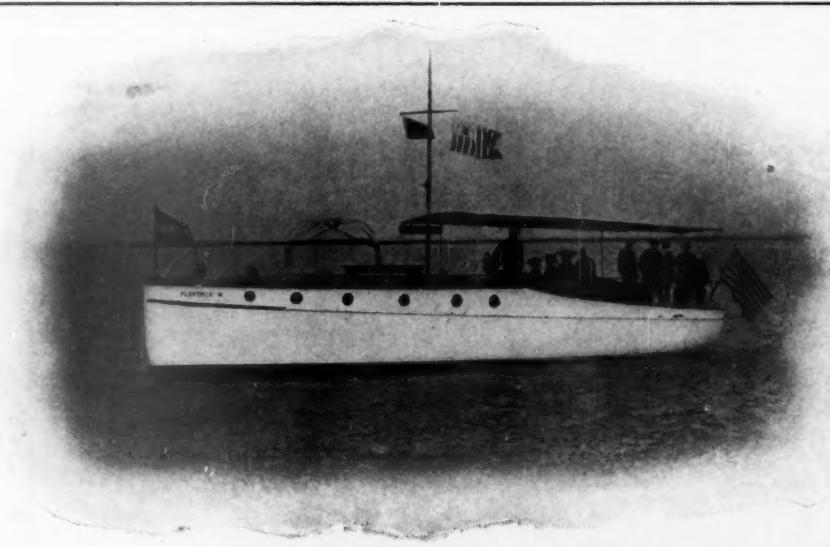
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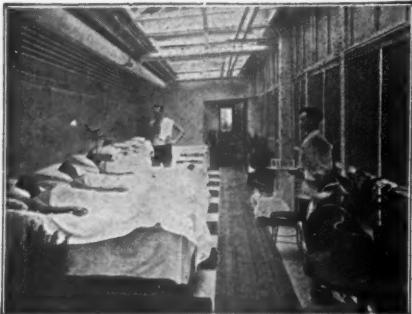
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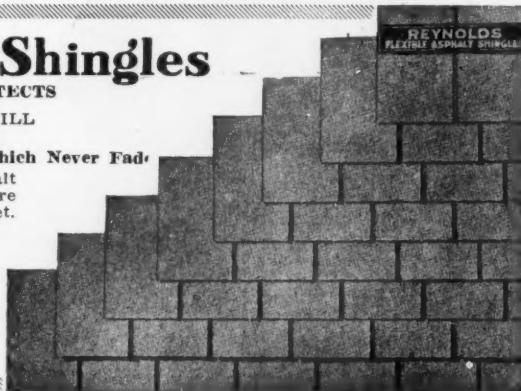
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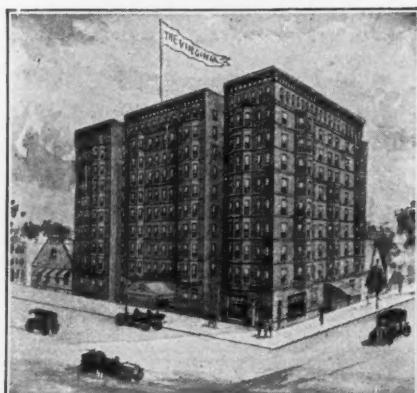


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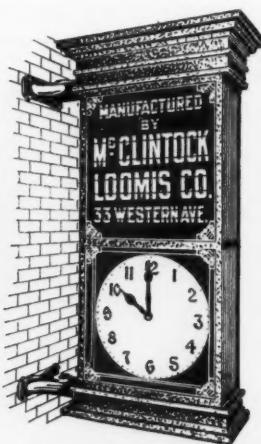
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Rotarian R. T. Arnold (Distinctividually the First) of Jacksonville, Fla., and Rotarian George L. Ralston (Distinctividually the Second) of Los Angeles, Calif., volunteered to establish a directory of printers in Rotary.

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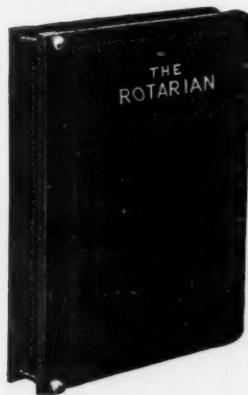
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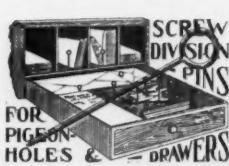
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On Page 3

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MEYERCORD SIGNS are good to look at. Are finished in open-lettered sign writers' effects—look exactly like hand-painted signs. **MEYERCORD SIGNS** are beautifully executed in pure oil colors and gold. Are readable from inside or outside, by day or night.

The dealer pays for the illumination as well as furnishing the space. **MEYERCORD SIGNS** have standardized many a product. Of themselves they are a valuable sales unit—or a necessary adjunct to any well rounded selling plan.

FREE—Send us your trade-mark, trade slogan or any other data and we will make up a **MEYERCORD DECALCOMANIA SIGN** Sketch showing how impressive your ad will look on your dealers' windows. Do this today, and learn how Meyercord Signs will increase your sales.

The Meyercord Co., Inc.

"Rotarians"

Main Offices:

CHAMBER OF COMMERCE BUILDING

Chicago

::

::

Illinois

“CINCINNATI- WILL - GO- THE-LIMIT”

We Want the International
Convention for 1915=====

We will give you a Real Rousing
ROTARY CONVENTION!

WE HAVE THE CLUB—
WE HAVE THE CITY!
WHAT WE DO—
WE DO WELL!

CINCINNATI is FAMOUS for
Her HOSPITALITY=====

COME AND SEE FOR YOURSELF



A MEYERCORD Window Sign in Miniature
Actual Size 11¹/₂ x 16¹/₂
12 colors and gold

Let people know where they can obtain your Products

by

Putting your advertisement on every dealer's window

Many an advertising campaign has failed to obtain the fullest benefit because the prospective buyer's interest was lost when he failed to readily locate the dealer who handled the advertised product in his home city.

Even if you are not an extensive advertiser, the same principle applies. Unless people know where your *products* can be obtained, your output will be limited to the personal efforts of dealers on their regular customers.

Meyercord Decalcomania Transfer Window Signs

prevent this. A striking attention-compelling Sign can be put on every one of your dealers' windows, where it will be sure to attract the attention of thousands every day. It can be made so inviting that even if your *product* is practically unknown, people will be drawn into the stores to investigate and the dealer will complete the sale. Night and day the Sign drives home the advantages of your product. MEYERCORD TRANSFER WINDOW SIGNS are made in *pure oil colors and gold* in open-lettered or sign-writer's effect.

Let Us Make a Design for You

Send us your trade-mark or selling phrase. We will make up a *Decalcomania* design for your approval. You can then see how attractive, how sales-compelling such advertising can be made. These Signs cost but a trifle and the money invested will come back to you a hundred fold.

WRITE US TODAY.

THE MEYERCORD COMPANY, Inc.

Chamber of Commerce Building

CHICAGO, ILLINOIS

Classified Advertising and Reliable Business Directory

AN OPPORTUNITY

For every Rotarian to be represented in the advertising columns of THE ROTARIAN at a nominal cost.

ONLY

10 per cent discount on 6 issue contracts { If paid in advance.
20 per cent discount on 12 issue contracts } after first publication.

No ads accepted for less than three lines, nor less than six issues.
Do you know of any other way that you can place your name and business before 15,000 live-wire representative business men for a dollar a month?

An inter-city trade directory constantly in the hands of every Rotarian.
Send in your order and copy **NOW** for the **SEPTEMBER** number.
Headings provided for each distinctive business without charge.

THE ROTARIAN, 910 Michigan Avenue, Chicago.

ARTIFICIAL LIMBS

LEGS MADE BY WINKLEY ARTIFICIAL LIMB CO. Minneapolis, Minn., are the best that money, science and conscientious effort can produce. Write J. H. Jepson, for catalog. Member Mp's Rotary Club.

BADGES.

BADGES, BANNERS, AND PENNANTS. WEBER-Erickson-Bunting Co., Pittsburgh, Pa. Use a Felt Pennant or a Celluloid Button for advertising. Send your copy and prices and sample will be submitted.

BANKERS

UNION TRUST CO. TRIBUNE BLDG. CHICAGO, ILL. A Bank of strength and character. One of Chicago's oldest banks.

COLLECTIONS

THE WHOLESALERS ADJUSTMENT CO. KANSAS City, Mo., New York Life Bldg. Adjustments—Collections—Credit Investigations. (V. D. Edwards, Member Rotary Club.)

PEORIA COLLECTION AGENCY, H. G. TRAUTVETTER (Rotarian) Prop. Majestic Bldg., Peoria, Ill. Collections and Reports. Efficient service.

FORWARD YOUR CLAIMS FOR COLLECTION TO us. Prompt service any place in Texas or Oklahoma. We get results. Try us. Texas Law Company, W. C. Temple, Manager (Rotarian).

CORRUGATED FIBRE SHIPPING BOXES

LAWRENCE PAPER MANUFACTURING CO., LAWRENCE, Kansas, manufacturers of Jayhawk boxes and packing material for freight, express or parcel post. Write us for prices.

ENGRAVING (PHOTO)

GATCHEL & MANNING, ESTABLISHED 1889, Philadelphia, Designers and Engravers in one or more colors for catalogs, advertisements, books, circulars, etc.

ENGRAVING—Steel, Copper & Die Embossed

MOST EFFECTIVE LETTERHEADS, BUSINESS Cards, etc. designed and engraved in Steel, Copper or Die Embossed. Designs and samples on request. M. M. BEAR CO., 14 W. Washington St., Chicago (Rotarian).

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JOHN R. NEWMAN, 24 TREMONT STREET, BOSTON, Mass. Choice Plants and flowers for every occasion. Don't forget us when ordering in Boston.

FOLDING PAPER BOXES

THE DAYTON PAPER NOVELTY CO., 1126 E. Third Street, Dayton, O. Manufacturers High Grade Color and Embossed Cartons for all purposes. Also Corrugated Shipping Containers. Oyster and Ice cream Pails. Let's get acquainted.

JEWELERS & SILVERSMITHS

MAXWELL & BERLET, WALNUT & 16TH STS. Philadelphia, Pa. JEWELERS to HIS MAJESTY THE ROTARIAN. We send—on suspicion—to Rotarians.

KIDNEY SPECIALISTS

THE MEDICATED KIDNEY PROTECTOR CO., 401-6 Gerke Building, Cincinnati, Ohio. Established 1898. External treatment for Diabetes, Bright's Disease, Kidney Trouble & Rheumatism. Without the rigid diet. Urinalysis free to all Rotarians and their friends.

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FRANK H. NUTTER, 710 SYKES BLOCK, MINNEAPOLIS, Minn. Parks, Cemeteries, Public or Private Grounds. Advice, Sketches or Detail Plans. Write me.

MAILING LISTS AND SALES LETTERS

TEXAS MAILING LISTS. LETTERS WRITTEN which get Texas business. Rotarian service. Dallas Mailing Co., Dallas, Texas.

MASON CONTRACTOR

FREDERICK W. SINCLAIR, MASON BUILDER AND Contractor. We do everything in the Excavation, Concrete, Stone-work, or Brick-work line. 1606 Ludlow Street, Philadelphia, Pa. Bell Phone Spruce 43-32.

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MUSICIANS SUPPLY CO. 64 LA GRANGE ST. BOSTON, Mass. Violins, Cellos and Bows. Genuine Italian Strings. Musical Merchandise of every kind.

OFFICE APPLIANCES

MULTIGRAPH, \$100.00. UNIVERSAL FOLDER, \$190.00. Printograph, \$70.00. All like new. Office Specialty Co., The Bourse, Philadelphia, Penna.

YAWMAN & ERBE MFG. CO. FILING SYSTEMS. 1280 St. Paul Street, Rochester, N. Y. Booklet "How to Transfer Papers & Records" sent free.

PAPER

WINCHENBAUGH, LESTER P. 14 OLIVER ST. BOSTON, Mass. Unique specialties in best papers carried by nobody else. Samples cheerfully furnished.

PAPER BOXES

THE RANDOLPH PAPER BOX CO., INC. RICHMOND, Va. Manufacturers of druggists' boxes of every description, round boxes a specialty. Also printed, lithographed and embossed labels.

RADIATOR VALVES

"DOLE" BALL-BEARING PACKLESS RADIATOR Valves, for Steam, Hot Water and Modulating Systems. Dole Valve Co., 208 North Fifth Ave., Chicago.

REAL ESTATE (HOMES)

EASTWOOD—IN THE PATHWAY OF GREATER Houston's greatest growth, offers exceptional opportunities for profitable real estate investments. Write for map and price list. Wm. A. Wilson Co., 914 Franklin Ave., Houston, Texas.

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